

THE Dental Trader

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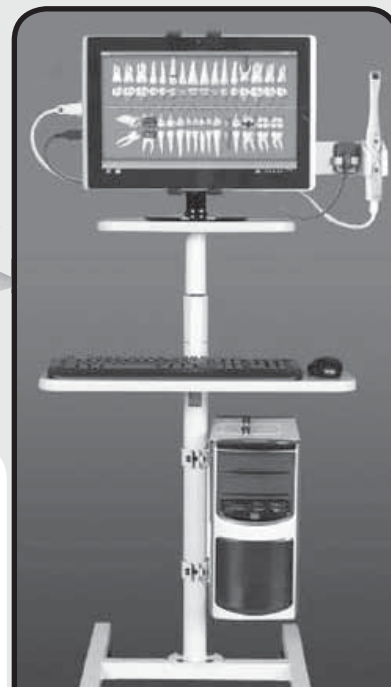
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Dental Assistant needed San Pedro PPO office. (310)7558520.

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Dentist- Indio, Ca Recent Graduate welcome. Must have all documents up to date. Starts Part-time. Please send cv to fap71@yahoo.com.

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KERN COUNTY

BAKERSFIELD #29 - PRICE REDUCTION! (4) op comput. G.P. (3) ops eqt'd, (4th) plumbed. Located in a free stand bldg. Cash/Ins/PPO/HMO pts. Digital x-rays. Annual Gross Collect \$300K+ on a part time schedule. Seller is moving and is motivated.

SO. EAST KERN COUNTY - VERY LIMITED COMPETITION! In a free stand bldg. Bldg also avail. Excellent exposure/visibility & signage. Cash/Ins/PPO/pts base. Digital CT Scan, Digital X-Rays, soft tissue laser, & a regular Pano. 2015 Gross Collect approx. \$600K on a (4) day week. (24-25) new pts/mos. (4.5) Hygiene days/wk. Seller Retiring.

So. KERN COUNTY - PRICE REDUCTION! (6) op comput. G.P. located in a Bakersfield suburb in a small strip ctr. with exposure/visibility. Pano eqt'd. Limited competition. Cash/Ins/PPO/HMO Denti-Cal pts. Annual Gross Collect. approx \$350K part time. Once did \$1M+ in collections full time! Can do again! Seller motivated!

LOS ANGELES COUNTY

ARCADIA - (4) op computerized G.P. located in a well known Prof. Bldg. on a main thoroughfare. Cash/Ins/PPO pts. Annual Gross Collect \$300K+ on a (3) day week. **REDUCED**

MONTEBELLO - (4) op comput. G.P. (2) ops eqt'd. Located in a large busy shopping center w excell. exposure/visibility/signage & parking. Annual Gross Collect \$200K on a (2.5) day/wk p.t. schedule. Cash/Ins/PPO pt base w no HMO's or Denti-Cal. Office receives many walk-in patients. Very low overhead. Seller does no advertising. Seller is retiring but will assist w a Transition.

SAN FERNANDO VALLEY #9 - (8) Op, comput G.P. with central nitrous. Located in a multi story high rise prof bldg. on a main thoroughfare. Cash/Ins/PPO/HMO pts with approx. \$7K/mos Cap Cks. Dentrux (G5), Digital X-Rays & CT Scan. 2015 Gross Collect of \$1.41M+. Open (5) days/week with no nights & no weekends. Averaging 50+ new pts/mos. (5) Hygiene days/wk & (7) DDS days/wk. Refers out Ortho, some Endo & some Perio surgery. 40+ Years of Goodwill. **PENDING**

SAN FERNANDO VALLEY #10 - Located in an Exclusive Area of the Valley. (5) op comput G.P. w high end buildout & decor. Digital x-ray, CT Scan, Laser, Dentrux s/w & (5) year old eqt. Gross Collect. \$1M+/yr. Cash/Ins/PPO pts. Reasonable overhead w high net! **NEW**

SAN GABRIEL VALLEY CONFIDENTIAL CITY - (4) op comput G.P. w newer P&C Eqt. FFS. 2015 Gross Collect \$881K+ on a (3 1/2) day wk. (4) days of hygiene. Paperless office w Eaglesoft s/w & Shick digital x-rays. Eqt'd w electric hand pieces, Oprocare intra-oral camera system, velscope cancer screening, air abrasion, electric endo engine, The Wand delivery system, soft tissue laser, etc etc! Sweetheart lease & low overhead. Seller retiring. **NEW** & **PENDING**

WESTLAKE VILLAGE - Fully equipped Turnkey Office in an upscale demographic area. (4) ops/(3) eqt'd. Located in a smaller prof. bldg. w a favorable lease. Office is fully networked, is digital, & has a newer upscale buildout & mostly newer eqt. Excellent off street free parking. Seller has experienced exponential growth at this location & is purchasing a bldg. Now it's your turn to grow. Offered at less than buildout cost. **NEW**

ORANGE COUNTY

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- Pre-Sale Planning

HUNTINGTON BEACH - Fully Built out Dental Office for Lease in upscale community. The suite is currently configured as an O.S. Office w (3) surgery rooms, (2) consultation rooms, (1) recovery room, (2) add. plumbed ops, central N2O2 & a Pano area. The 1,962 sq ft suite is in a medical/dental bldg. on a main thoroughfare. The office has great access to the 405 Fwy & is adjacent to the Westminster Mall. Has ample & free surface parking. Some dental eqt & furniture are also available for a modest sum. LL is Offering T.I.'s & favorable terms for a long term lease. **NEW**

SANTA ANA - Absentee owned (6) op fully eqt'd G.P. located in a smaller two story building on a main thoroughfare. First floor street frontage with exposure/visibility/signage & parking. Cash/Ins/PPO pts with no HMO & no Denti-Cal. Comput & Pano eqt'd. 2015 Gross Collections of \$489K on a (3 1/2) to (4) day week. **Back on the Market!**

RIVERSIDE COUNTY

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SAN BERNARDINO COUNTY

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SAN DIEGO COUNTY

CLAIREMONT - (3) Op fully eqt'd comput G.P. Located in a one story prof. bldg. on a main thoroughfare w exposure/visibility. Cash/Ins/PPO/pts base. (2) year old eqt., Practice Web s/w & Digital X-Rays plus regular Pano. 2015 Gross Collect. \$265K+ on a (3) day wk. **SOLD**

SAN LUIS OBISPO COUNTY

GROVER BEACH - TURNKEY OFFICE. (2) ops of newer eqt. Digital x-ray and Pano. Computerized and networked. Dentrux s/w & Shick sensors. Located in a strip center on a main thoroughfare. Exposure/visibility and signage. Very low rent. Priced less than build out costs. **Landlord rental incentives being offered.** **SOLD**

VENTURA COUNTY

OXNARD #9 - Practice and Condo for sale. (3) op computerized G.P. Located on a main thoroughfare. Cash/Ins/PPO/HMO patients. Annual Gross Collect \$200K+ p.t. \$4K+/mos Cap Cks. Excellent Buy & Combine, Satellite, or Starter. **NEW**

PORT HUENEME - (3) op comput. G.P. located in a large strip center on a busy main thoroughfare. Excellent exposure/visibility/signage & ample free parking. (2 1/2) - (3 1/2) year old equipt. Dentrux s/w. Cash/PPO & some Denti-Cal. Gross Collect of ~\$250K on a p.t. Associate run schedule. Averaging (15) new pts/mos. Sweetheart Lease & very low overhead. Seller does no advertising. Seller to concentrate on his main office. **NEW**

THOUSAND OAKS - (4) op comput G.P. (2) ops eqt'd/(2) add. plumbed. Located in a beautifully built out condo located in a landmark prof. bldg. on a main thoroughfare. Turnkey Office w included charts. Charts included but not guaranteed. Newer Sirona eqt, Midmark cabinets, Dentrux s/w & digital x-rays. Annual Gross Collect approx. \$120K - \$130K/yr p.t. Seller moving. **PENDING**

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Lake Elsinore 8 eq. ops. & 4 partially eq. ops. Rent is low, and the seller is motivated. Greg Beamer 909-542-4891.

Asse. Dentist needed (part-time) at Sacred Heart Dental Care, Chino & Rancho Cucamonga office. Pls Fax resume at 909-463-6866 or call us 909-463-6646.

RDA/Dental Assistant needed for OC office. Great communication skills, organized, team player with computer skills for digital x-rays. We can train the right candidate. Please call fax resumes to (714) 505-4443 or email: docmpdentist@gmail.com.

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Avvo Review #91
Posted August 25, 2015, by Tod

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Carson starter practice collects \$96,000/year on 12 hours per week. Retail location. 3 ops. Seller is leaving the state. Asking \$70,000. Kurt Skarin 805-777-7707.

BEVERLY HILLS TRIANGLE, TOP FL.3 OPS FOR LEASE TO DENTAL SPECIALISTS.FOR MORE INFORMATION PLEASE CALL (310)800-0622.

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LAGUNA BEACH PRACTICE FOR SALE – Modern 1200 sq ft. 3 operatory general practice in desirable Laguna Beach – Dr is relocating out of California – grosses approximately \$700,000/year – digital xrays with Dentrux computer – approximately 70% caucasian, 30% Hispanic – some DentiCal - Thomas & Fees Practice Sales (714) 544-4341.

La Jolla Turnkey opportunity with Hawaiian tropical theme, walking distance to the beach, 3 ops, digital x-ray. Priced to sell. Call Tina Ochoa, Broker at DDS Xpress Realty (951) 309-3196.

PAC Light \$100, call 714-870-9445.

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RANCHO BERNARDO – JUST LISTED!! GENERAL Practice (established 6 yrs) situated in Professional Bldg, located on the corner of a major intersection. 2 Doctor office; seller has 4 Ops. FFS and PPO.

VISTA – JUST LISTED!! Starter Practice with some patients. 5 equipped in approx. 2000 sq.ft. Panoramic X-Ray. Along BUSY street. **VERY REASONABLE!**

IMPERIAL BEACH – NEW LISTING!! This **GENERAL** Practice is situated in small retail center along major thoroughfare. DIGITAL Periapical and Panorex. 3 Ops (2 equipped). PPO and Self-Pay.

SAN DIEGO – JUST LISTED!! Retiring from GP with 18 yrs of Goodwill (FFS & PPO). 3 Ops in 1020 sq.ft. Situated on major thoroughfare near freeway.

VISTA – GENERAL Practice situated in Retail Center along VERY busy thoroughfare. 4 Ops (3 equipped) in approx. 1400 sq.ft. ALL Digital and Paperless! Dentrix Software. Panorex. All Insurance and Cash Patients.

SAN DIEGO – JUST LISTED!! 3 Ops in approx. 1000 sq.ft., situated in Prof Bldg along Busy street. FFS & PPO with 18 yrs of Goodwill.

LA MESA – GENERAL Practice and **BUILDING** located on Busy thoroughfare. 5 equipped Ops (plus 1 plumbed) in approx. 2700 sq.ft. Digital X-Rays and 1 year old Digital Pan.

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Hiring Immediately! General Dentists (2 positions) Endodontist(1), Periodontist(1), Orthodontist(1), Hygienist(3), Oral Surgeon (IV Sedation Permit Preferred). Full and Part Time Positions Available. Email Resume to: drd@adminstitute.com.

ONE MILLION NET (TAKE HOME) POSSIBLE South Bay Lucrative GP Lady DDS Grossing 2.5 Million, Million dollar Net Profit. 10 ops RE included in sale, Tom Fitterer has a few lady clients able to do the same, and as many male dentist clients. A wonderful opportunity. Call PPS Tom Fitterer 714-345-9659 for non disclosure agreement, Then lets talk. Husband Wife Team or perhaps Corporate Buyer.



PRACTICE SALES & APPRAISALS

Practice / Career Opportunities Available

ANAHEIM: Retiree with 20+ Yrs Goodwill. Excellent / Easy to Find Location. Super Low Rent. Revenues of \$35k/month.

BAKERSFIELD: Associate-run, multi-specialty Clinic. Revenues exceed \$85k/month on Conservative pace. Super Shopping Center Location. Large Revenue Potential.

CANOGA PARK: Retiree with many years of Goodwill. First floor location. 3 Ops. Low overhead. Revenues exceed \$25k/mo on part-time schedule.

FULLERTON: Practice with 10+ Years Goodwill. Shopping center location. 3 ops. Modern Office & Design. Reduced pricing due to seller passing away. Priced to sell now.

LA HABRA / ROWLAND HEIGHTS: Over 10 years of goodwill. Revenues over \$20k/mo. Easy to find commercial location. Revenues over \$25k/mo on Part-time Sched.

LAKE FOREST: Rare practice opportunity in this super growth area. Modern office and equipped. Busy hygiene schedule. Seller transition available.

LANCASTER: Free standing visible building with 4 ops. Modern. Seller working only part-time. Excellent Starter Opportunity. Priced to Sell Quick!

LONG BEACH: Revenues over \$80k/mo. 1st Floor Location. Super well-run team to compliment busy office & hygiene program. Serious inquiries only.

LOS ANGELES: Looking to Get Eased Into Practice? Retiree Willing to Assist Transition. Looking for Right Fit for Long-estab Holistic Private Practice. Beautiful Office.

LOS ANGELES: Retiree with Over 25 Years Goodwill. Wilshire Location. Office Fully Updated. Seller working Part-time & willing to Assist in Transition. Super Opportunity.

NORTH HOLLYWOOD: Location. Location. Location. Turnkey opportunity near Burbank Studios. Free standing bldg. Visible. Corner Location. Super-Low Rent.

NOHO / VAN NUYS: Over 30 yrs of goodwill. Well-known practice & location. 1st floor with parking access. Revenues of \$30k/mo. Hispanic patients. Easy transition.

OCEANSIDE: Practice with 10 Years Goodwill. 3 ops. fully equipped. Modern facility. Long term staff. Priced right. Call now.

OXNARD: Turnkey Office with Busy Storefront Location. 4 ops. fully equipped. Priced right! Hispanic clientele. Easy to Find 1st Floor Location. Low rent. Must See.

PANORAMA CITY (North): 25+ yrs of Goodwill. Hispanic patients. Easy to Find 1st Floor Location. Revenues over \$25k/mo on Part-time Sched.

SAN MARCOS: Outstanding turnkey opportunity. Beautiful office. Fwy access. Low cost way to secure your practice and begin your practice.

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San Diego Practices for Sale

La Jolla (Downtown L.J.): Just a few blocks from the ocean! Recent remodel. No marketing being performed. Incredible growth potential!

South Bay: Highly profitable. 7 Ops (6 equipped). 25 years of Goodwill. Very high visibility. Excellent business systems in place.

Chula Vista: Gorgeous modern office. 4 ops. 19 yrs of Goodwill. Wonderful well trained team.

Oceanside: Magnificent! 3 ops. 49 years Goodwill. \$1.1 million in collections. Desirable North County Location.

Carmel Valley: Dream Practice! 4 ops. 16 years Goodwill. Beautiful high tech office built out two years ago in new location. Selling due to disability. Very limited marketing being done.

Oceanside/ Carlsbad Border: Stunning! 9 Ops. 33 years of Goodwill. Seller retiring due to disability. Great location with ocean views. A must see.

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Long Beach Practice for Sale-Six ops, approximately 1850 square feet, in a large medical building. Collections in 2015 of \$618,000 on 3.5 days per week. First 6 months of 2016, collections of \$329,000 with net of \$105,000. Seller willing to stay to ensure a smooth transition. \$475k. holocker@yahoo.com.

DENTAL ASSISTANT position available full time in Canoga Park. Requirements: DA and XRAY license, bilingual, kid friendly. Resumes and questions: romanpidkovadds@gmail.com.

South Bay: Highly profitable. 7 Ops (6 equipped). 25 years of goodwill. Very high visibility. Excellent business systems in place. Ken Rubin Practice Sales (619) 299-6161.

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- Swing operating LED sensor light
- Swing suction system (2HVE, 1 saliva, 1 3 way)
- Ajax 03 Doctor Stool
- Ajax 05 Assistant Stool
- Cuspidor optional
- High class package

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- Sidemounted delivery system w/side box
- Suction system (2HVE, 1 saliva, 1 3 way)
- Dental LED sensor light
- Ajax 03 Doctor Stool
- Ajax 05 Assistant Stool
- Cuspidor optional
- High class package

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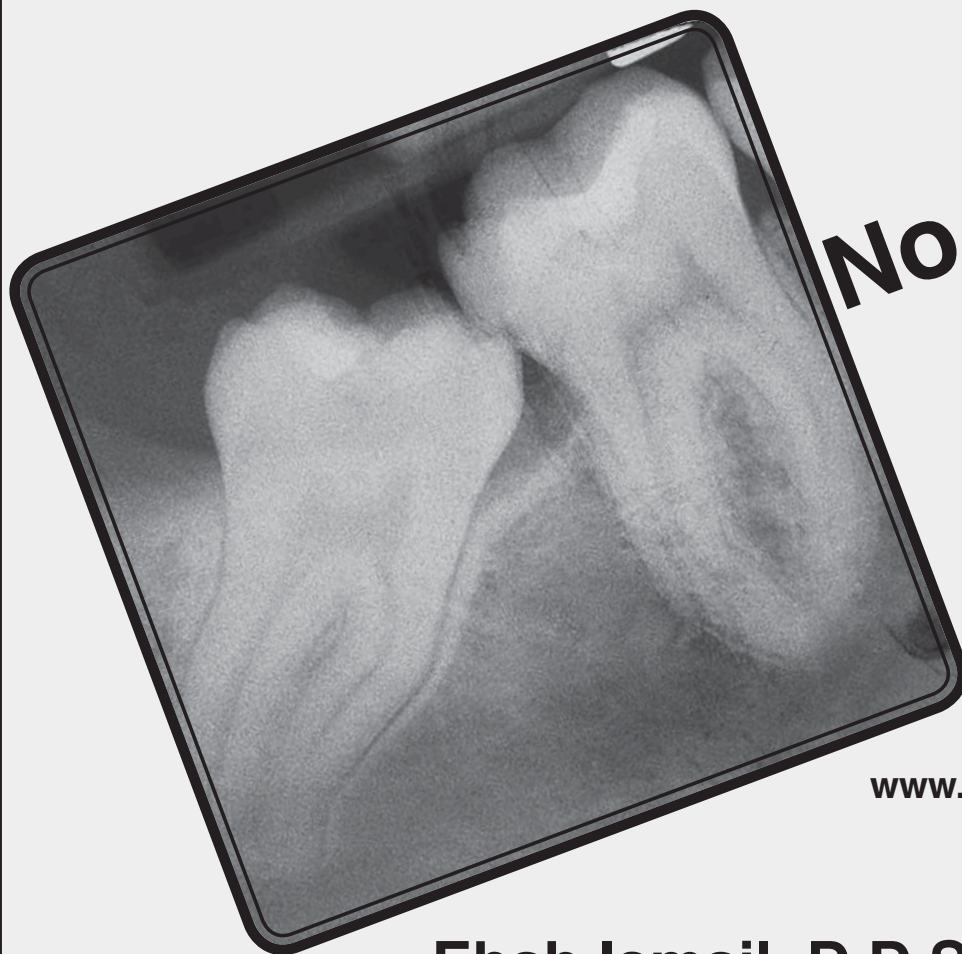
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Practices for Sale

South Orange County Periodontal

Premier 40 year old Periodontal practice with stable staff and mature hygiene program – grosses \$1.6 million on 3 1/2 days per week with very high net – completely fee for service – 7 modern, fully equipped operatories including 3 oversized surgical suites in 3000 sq ft – State of the art with CBCT, digital radiology, and virtually paperless – owner willing to stay during transition.

Laguna Beach

Dr. retiring from a very modern 3 operatory practice in desirable beach town - Grosses over \$700,000 on 5 easy days/week, 4 days by owner and 1 day by associate – modern equipment with digital x-rays and Dentrix software – Dr relocating out of California.

Los Alamitos

Dr retiring after 50 years in private practice - beautiful, modern 4 operatory practice with digital x-rays - grosses over \$300,000 on 3 easy days/week with 3 days of hygiene- price drastically reduced due to Dr's illness.

Lake Elsinore

Dr. retiring after 34 years – 3 operatories with digital xrays and computers in each operatory– one additional operatory is plumbed – 1200 grosses \$400,000 on 3 easy days per week with 3 days of hygiene.

Los Angeles

Dr retiring after 44 years in private practice - beautiful, modern 3 operatory practice with digital x-rays and ScanX system - very high tech - grosses \$400,000 on 4 easy days/week.

Covina

Dr. retiring – private practice 4 operatory general practice – good starter practice for new graduate or second practice for established dentist – 3 easy days/week – grosses \$175,000/year – priced to sell – option available to purchase 25% of entire building.

Irvine

High quality practice for sale. Retiring Dr. does all facets of dentistry. Grosses over \$750,000 / year on 3 1/2 days/week – 35 years goodwill. 6 operatories in 2200 sq. ft. Very modern with digital x-rays and patient TV's on ceiling in every operatory. High net income.

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Santa Clara: 7 ops in 2400 sqft, computerized and beautiful office. Call today for more information! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

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When it Comes to the Sale

DENTAL PRACTICES FOR SALE

PRACTICES FOR SALE IN THE FOLLOWING AREAS: Bakersfield, Burbank, Carson, Culver City, Duarte, Hawthorne, Lancaster, Long Beach, Northridge, Orange, Palmdale, Santa Barbara, Simi Valley, Thousand Oaks and Westlake Village.

WESTWOOD FEE FOR SERVICE PRACTICE FOR SALE: Great opportunity for someone with some patients in the area. Seller is 76 years old and retiring. The practice collects \$490,000 per year on 3 short days per week. There are 3 days of hygiene per week. No Denti-Cal, no HMO, no advertising, no evenings, no weekends. Seller refers all endo, all surgery, all perio, all pedo, all complex cases and all ortho. 3 equipped operatories. Lots of upside with this practice. Asking \$350,000.

BAKERSFIELD FEE FOR SERVICE PRACTICE FOR SALE: Located in the desirable southwest section of Bakersfield, this practice collects \$3.5 million per year with a net income to the working owner of \$1.0 million per year. Seller works four days per week with seven days of general dentist associate time plus one plus days per week of endo and one day per month of perio. 15 days of hygiene per week. Established in 1977, the practice moved to a new facility three years ago with 12 equipped operatories with digital x-rays, panoramic x-ray, two lasers and full computerization with Eaglesoft software. 8 additional operatories are plumbed but not equipped for future growth. No HMO and no Denti-Cal. Asking \$2,500,000.

CULVER CITY FEE FOR SERVICE PRACTICE FOR SALE: This really is a full fee for service practice! 100% cash patients with no insurance plans. Seller is retiring after 38 years in practice. This practice is strategically located adjacent to the new technology park in Playa Vista with Google, Facebook and YouTube. Collections have been over \$800,000 for three years running (\$790,000 in 2012) with an average net income of \$250,000/year AND the seller refers all endo, all oral surgery, all perio and all ortho. Seller works four days per week with six plus days of hygiene per week. Five equipped operatories with digital x-rays and Practiceworks software. Asking \$650,000 for the practice. - **PENDING**

PALMDALE PRACTICE FOR SALE: Free standing building on Palmdale Blvd. Thirty-six years of goodwill with the current owner. Practice collects \$765,000 per year with a net income of \$290,000 per year. 8 equipped operatories. 3 days of hygiene per week. 32% of the practice income is from hygiene and exams. Seller refers all ortho, all implant placement, perio surgery and children under the age of 7. Property can be leased or purchased with room to expand for a pedo/ortho area separate from the existing 8 operatories. Asking \$550,000 for the practice and \$850,000 for the real estate. - **PENDING AT FULL PRICE**

LOS ANGELES COUNTY ORAL SURGERY PRACTICE: Long established oral surgery practice collects \$1.4 million with a net income of \$775,000 per year on four days per week. 50+% extractions and 15% implants. Very strong referral base. No plan referrals. Seller will assist with a transition if desired. Asking \$900,000.

THOUSAND OAKS/WESTLAKE VILLAGE FEE FOR SERVICE PRACTICE FOR SALE: Thirty-four years of goodwill! Seller is retiring from private practice to take a government position. Practice collects \$500,000 per year with five days of hygiene per week. No HMO, no Denti-Cal. Office has five equipped operatories, but does not have digital x-rays. Asking \$270,000 - **MOTIVATED!**

SANTA CLARITA GENERAL PRACTICE FOR SALE: Absentee owner. Seller has never worked in this office. Consistently collects over \$1 million/year with an owner/operator net income of \$420,000/year. No Denti-Cal, no HMO, no advertising. Practice refers out most endo, all perio surgery, almost all oral surgery, all implant placement and all ortho. Six days of hygiene per week. Asking \$850,000. - **PENDING AT FULL APPRAISED PRICE**

SANTA BARBARA COUNTY PERIO PRACTICE FOR SALE: Established practice has over 30 new patients referred each month. Seller works 3 days a week and has 2 days of hygiene per week. 40% of the income is from implants, 30% from hygiene and 20% from perio surgery. Collections of \$600,000 per year with a net income of \$260,000. Asking \$450,000.

NORTHRIDGE GENERAL PRACTICE FOR SALE: Over 25 years of goodwill in the same location. Prime, growing, upper middle income area of Northridge. Seller collects over \$700,000 per year and nets over \$275,000 per year. Seller works four days a week and has three days of hygiene per week. Refers all endo, all oral surgery, most removable, most perio and all ortho. Seller works no evenings or weekends and does no advertising. The practice does not accept HMO or Denti-Cal patients. Asking \$600,000. - **SOLD AT FULL PRICE**

SANTA BARBARA FEE FOR SERVICE PRACTICE FOR SALE: Very stable history of collections for the past four years with less than \$5,000 variation from the lowest to the highest year with average annual collections of \$772,000 and average net income of \$225,000 per year. Seller works a short four day work week with four and one-half days of hygiene per week. Seller refers oral surgery, pedo, difficult endo and ortho. Great office location in downtown Santa Barbara within walking distance of the government center and many major employers in the community. Top floor location with private elevator access, ceiling skylights, and newer leasehold improvements. Four equipped operatories with digital x-rays, chairside data entry and Dentrix software. Seller is retiring. Asking \$450,000.

LONG BEACH FEE FOR SERVICE PRACTICE FOR SALE: Highly desirable Naples area practice has been established at this location 37 years. Consistent collections for the past 5 years, including this year, of over \$600,000 per year (2015 is projected to be over \$650,000). Seller works four days per week with eight days of hygiene per week (2 hygienists per day). Over 1,600 patients on recall. Seller refers all endo, all perio, most oral surgery and all ortho. Five operator office in a professional building. Asking \$475,000. - **SOLD AT FULL PRICE**

CARSON STARTER PRACTICE FOR SALE: Retail location with 3 operatories and good marketing potential. This practice has been a "hobby" practice for the seller, who works just 2 1/2 days per week. The practice collects \$95,000/year with no marketing or promotion. Positive cash flow, but minimal profit. The practice needs someone that will dedicate more time and do more marketing. Seller is relocating out of state. Asking \$70,000.

LANCASTER STARTER PRACTICE FOR SALE: Collects \$185,000 per year on three days per week. No marketing, no Denti-Cal, no HMO, no evenings, no weekends. 3 equipped ops in a smaller, two unit professional building. Seller has health issues and must sell. Asking \$80,000.



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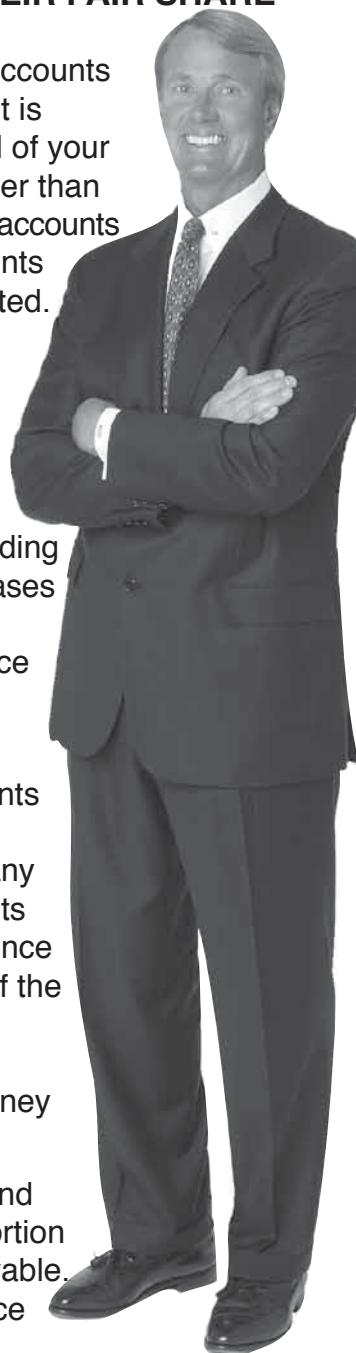
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The notion of selling your dental practice with the accounts receivable and moving headache free into retirement is appealing. But that is only true if you were to sell **all** of your accounts receivable. There is no logical reason, other than lining the broker's pocket, to include a **portion** of your accounts receivable only to take back the uncollectable accounts after the buyer has skimmed the initial money collected.

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There are some valid reasons to include the accounts receivable with the sale of a practice, i.e. if you are moving out of state, making it difficult for you to do any rebilling after the buyer's time for billing your accounts has expired or if the sale is occurring as a consequence of the death of the practitioner. In those cases, **all** of the accounts receivable are sold and sold at a discount, because not all of the accounts receivable will be collected and the buyer will need to wait for their money as opposed to using a line of credit from the bank.

If accounts receivable are being sold, Lee Skarin and Associates does not charge a commission on the portion of the sales price attributed to those accounts receivable. No broker should be that greedy. For all your practice sale questions, call Kurt Skarin at 805-777-7707.



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Dental Practice for Sale Los Angeles County, CA

Beverly Hills - Turnkey Starter
 ▪ High Foot Traffic. 3 Ops, 1000 sf

City of Industry - Seller Retiring!
 ▪ PPO/Cash. Major intersections.
 ▪ 2 Ops + 2 plumbed, 1,300 sq.ft.

Covina - Freestanding Bldg & Dental Practice for Sale!
 ▪ Gross over \$1 Mil. 6 Eq. Ops
 ▪ Spacious, modern 1-story building
 ▪ 3,000+ sq.ft., fully remodeled.

Downey - Modern Office!
 ▪ Street front location. ~2,000 sf
 ▪ 8 Operatories. Affordable Rent!

Gardena - Busy Intersections
 ▪ Strip mall nearby anchor stores.
 ▪ High Traffic. 4 Ops, ~2,100 sf.

Long Beach - 20 Yrs of Goodwill
 ▪ 5 Operatories, ~1,300 sq.ft.
 ▪ Mixed Income & Stable Pt Base

Los Angeles - New Listing!
 ▪ Gross ~\$460K. Absentee Run.
 ▪ Corner Lot. Freestanding
 ▪ Walks from Retail Shopping Center, major anchor stores.
 ▪ 5 Ops + 1 plumbed, ~1,776 sf

Los Angeles - Busy Street!
 ▪ Close to Retail/Shopping Center
 ▪ 4 Operatories, ~1,397 sq.ft.

Norwalk - Retail Shopping Ctr!
 ▪ Seller is Retiring. Cash/PPO
 ▪ 2 Operatories, Approx. 600 sq.ft.

Panorama City - Gross ~\$180K
 ▪ Busy Intersections. Strip Plaza.
 ▪ Cash/PPO Only! 3 Eq. Ops.

Torrance - Gross ~\$285K
 ▪ Shopping Plaza on Main Street.
 ▪ PPO/FFS. No HMO. No Dential.
 ▪ Digital office. ~1,100 sq.ft.

Valencia - **SOLD!** Real Estate & Dental Practice

Dental Practice for Sale Ventura County, CA

Oxnard - Gross ~\$325K
 ▪ Heavy Foot Traffic. Main Street.
 ▪ Low Rent! 3 Ops, ~850 sq.ft.

Ventura - Gross ~\$190K
 ▪ Main Busy Street. Cash/PPO.
 ▪ 5 Equipped Ops, 1,784 sq.ft.

Dental Practice for Sale Orange County, California

Anaheim - **SOLD!** Retail Plaza
Fullerton - Gross ~\$825K
 ▪ Supermarket Shopping Center
 ▪ 3 Equipped Ops, ~1,300 sq.ft.

Garden Grove - Busy Street!
 ▪ Street Front Location! ~1,700 sf
 ▪ 3 Eq. Ops + 3 Add't plumbed

Huntington Beach - Low Rent!
 ▪ Starter Practice in Medical Bldg
 ▪ Digital. 3 Eq. Ops, ~1,200 sq.ft.

Laguna Hills - Beautiful Office
 ▪ Busy Retail Shopping Center.
 ▪ Cash/PPO. 4 Eq. Ops, ~1,750 sf

Mission Viejo - Gross ~\$970K
 ▪ Large Shopping Center. 7 Ops.

Dental Practice for Sale Riverside County, CA

Moreno Valley - Gross ~\$235K
Practice & Building for Sale
 ▪ High visibility on busy street.
 ▪ 4 Ops + 1 Plumbed, ~2,500 sf

Dental Practice for Sale San Bernardino County, CA

Fontana - Retail Shopping Ctr!
 ▪ Projected Gross ~\$325K
 ▪ Highly visible. Off the 10 Fwy
 ▪ Affordable Rent! ~1,350 sq.ft.

Ontario - Seller Retiring!
 ▪ Busy main street. Low Rent!
 ▪ 3 Equipped Ops, ~1,100 sq.ft.

Dental Practices for Sale in Rialto & Rancho Cucamonga

▪ Practices Gross ~\$906K
 ▪ Both Dental Practices are in Large Retail Centers.
 ▪ **Rialto**: ~3,500 sq.ft., 8 Ops
 ▪ **Rancho**: ~2,100 sq.ft., 5 Ops.

Dental Practice for Sale San Diego County, CA

San Diego - Gross ~\$350K
 ▪ GP in Downtown San Diego
 ▪ Street Front Location.
 ▪ FFS. Paperless. ~1,200 sf
 ▪ 3 Eq. Ops + 1 Add't Plumbed.

San Diego - Excellent Exposure
 ▪ Gross ~\$270K on 2 days/wk
 ▪ Strip mall on main street.
 ▪ 3 Eq. Ops + 1 Add't Plumbed

Dental Practice for Sale Northern California

Concord - Freestanding Bldg. Practice & Real Estate Available
 ▪ Street Front Location on busy corner. ~1,500 sq.ft.
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Dublin - Gross ~\$785K
 ▪ Prime location. Shopping Center
 ▪ Mostly PPO/Cash Patients
 ▪ 5 Operatories, ~1,800 sq.ft.

Fairfield - New Listing!
 ▪ Gross ~\$1.5 Mill. PPO/FFS.
 ▪ Renovated in 2013. 6 Eq Ops
 ▪ 15+ yrs Goodwill. ~2400 sf.

Hayward - **SOLD!** Gross ~\$490K

Modesto - Gross ~\$1 Mil
 ▪ GP located in strip mall.
 ▪ Cash/PPO, ~3,200 sq.ft.
 ▪ 7 Eq. Ops + 1 Add'l plumbed

San Francisco - Gross ~\$450K
 ▪ Seller is Retiring. ~800 sf
 ▪ Well-Known Medical Bldg. 2 Ops

South San Francisco - Modern
 ▪ Gross ~\$500K. Cash/PPO.
 ▪ Retail Plaza. Excellent visibility.
 ▪ Fully renovated, 3 upgraded Ops
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San Jose - New Listing!
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 ▪ Retail Center. Major Intersection.
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San Jose - New Listing!
 ▪ Gross ~\$475K. Main Street.
 ▪ Cash/PPO. No HMO. No Dential
 ▪ 3 Equipped Ops, ~1,300 sq.ft.

San Jose - Gross ~\$360K
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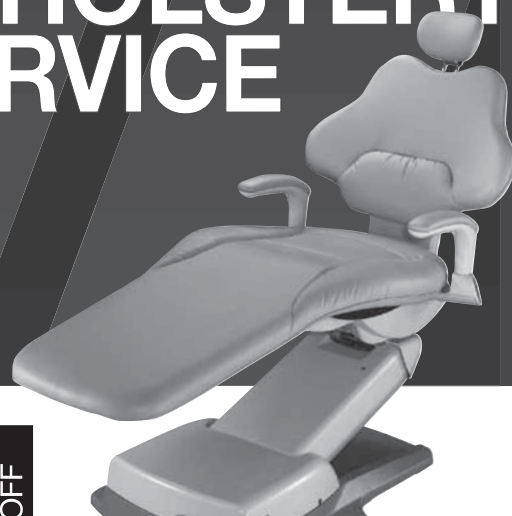
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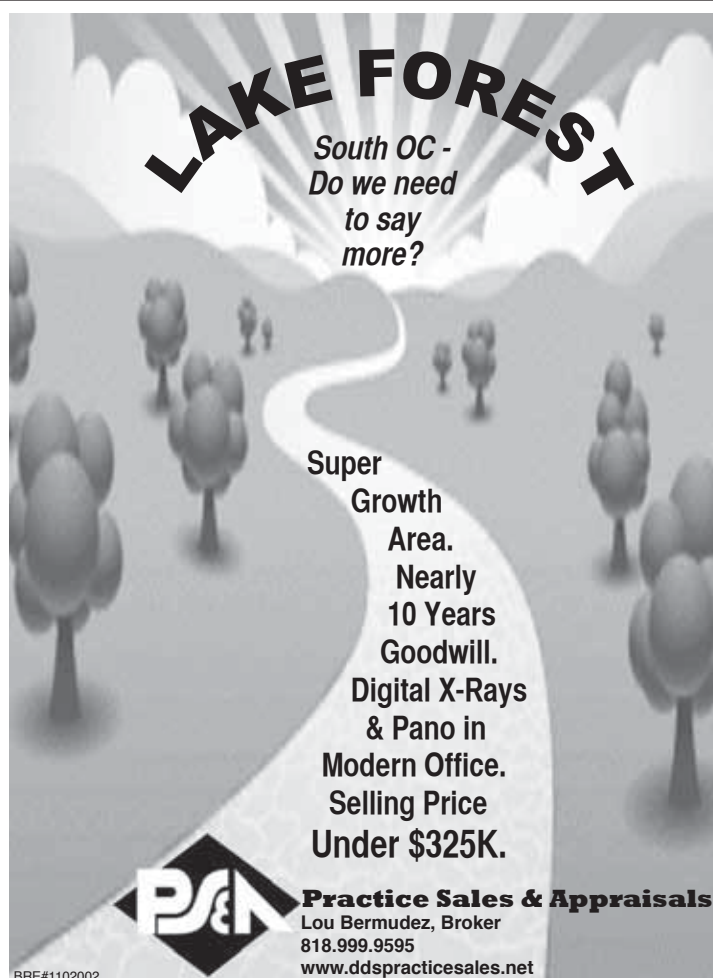
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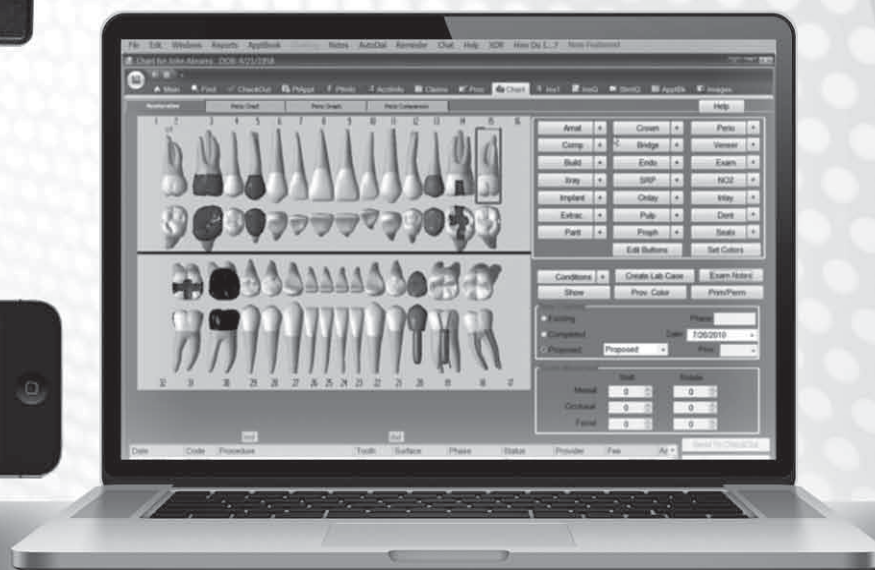
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TURNKEY

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ORTHO

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Porterville

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\$850,000

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\$252,000

Mission Viejo

Beautiful office in an upscale location with all amenities. 3 ops in 1,200 sqft.

\$110,000

Vista

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\$300,000

Bakersfield

Large high tech office with lots of patient referrals. 5 ops in 1,890 sqft.

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For Sale Southern CA



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seller retiring
2015 revenues of \$945,414

Asking \$675,000

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Fee-for-service
Restorative/ Esthetic practice
beautiful digital office
six (6) treatment rooms
2015 gross revenues = \$1,639,289

Asking \$1,350,000

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ENDO practice, three (3) treatment rooms,
w/ one additional plumbed room, digital with
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net profit approx 47.3%

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Outstanding general dental practice for
sale and option to purchase dental
building, approx. 2,400 sq ft., six (6)
treatment rooms, practice fully
equipped with digital x-ray equipment,
seller retiring, 2015 gross \$494,804

Asking \$327,500

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building, 2015 gross revenues
\$1.1 million, eight (8) treatment
rooms with room to expand.

Call for details

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PERIO practice, practice has four (4)
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40% net grossing over \$1,000,000, and &
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six equipped treatment rooms
2015 gross = \$1M+
seller retiring

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restorative practice, 2015 gross
revenues = \$896,296, three year
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Asking \$775,000

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service, six treatments
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Call for details

Sonoma County #1101

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treatment rooms, eight
days/week hygiene
2015 Gross \$1,551,905
2014' & 2015' Average
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FEATURED LISTINGS

DUARTE (GP) – Turn-Key practice located in a busy shopping center. Has great signage. Practice consists of 2 equipped operatories, 1 plumbed not equipped in a 996 sq ft office. Seller is currently working 3.5 days/wk and Associate 1 day/wk. Sees approximately 9-10 patients/day. Insurance/Cash/Denti-cal/Cap. It's computerized with DentiSoft software and digital x-ray (1 sensor). Grossed approximately \$146K in 2015. Projecting approximately \$173K in 2016. Excellent opportunity. Low sales price! Please contact your CPS Agent for more details. **Property ID #5048.**

NEWBURY PARK / THOUSAND OAKS (GP) – Established in 1997, this modern designed practice is the only 8 operatory practice in the city on a 2,800 sq. ft. suite. It's located in a one story Ralph's shopping center. The office is open 5 days/wk with 4 days/wk of hygiene and the Sellers see approximately 60-80 new patients/mo. PPO/Cash/Some Denti-cal/Some HMO (~\$4500/mo). Do minimal advertising. **Grossed \$832,209 in 2015.** BUYER'S NET OF \$196,509. Monthly revenues of approximately \$70K. Sellers will be focusing on their other practices. Please contact your CPS Agent for more details. **Property ID #5115.**

SAN MARCOS – This general practice is located in a 3 story medical building across from a high school. The practice consists of 4 equipped operatories with 2 plumbed not equipped operatories in an approximately 2,562 sq ft suite. It's computerized with Denticon software and Digital X-Ray. Seller is currently working 3.5 days/wk with 3.5 days/wk of hygiene, GP Assoc. 2 days/wk and Implant Assoc. 2 days/wk. Sees approximately 22 new patients/mo. PPO / Cash / Some Capitation. Established in 2005. Grossed \$662,064 in 2015 and projecting approximately \$714K for 2016. Buyer's net of \$196K. Great office. Please contact your CPS Agent for more details. **Property ID # 5126.**

SANTA ANA – General practice established in 1993 consists of 2 equipped operatories and 1 plumbed not equipped for expansion is on a approximately 1,300 sq ft suite. Have great views to the city from the operatories. It's located in a multi story medical professional building. Seller is currently working 2-3 days/wk and sees approximately 8-10 patients/day. Refers-out all specialty. PPO/Cash/Some Denti-cal/Some CAP. It's computerized with Dentrux software. Grossed approximately \$163,013 for 2015. Seller is retiring. Please contact your CPS Agent for more details. **Property ID #5109.**

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General Practice in Irvine



- Grossed \$324K in 2015.
- Established in 2004 with 12 years of goodwill
- Located in a one story Medical Building with utilities included
- 776 sq ft.
- 2 equipped operatories with 1 not equipped, but plumbed.
- Computerized with Easy Dental

- Digitally equipped with 1 sensor
- Seller is currently working 2 1/2 days/wk
- Sees approximately 7-10 new patients/mo
- Great practice with affordable rent.

Please contact your CPS Agent for more details.

Property #5088.



Alice C. King, V.P.
Lic #00602189

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LOS ANGELES COUNTY LISTINGS

ARCADIA - General Practice + Real Estate. Well established practice with over 36 years of goodwill is located in a one story duplex building. Rents second duplex. This office consists of approximately 1,000 sq ft. Has 3 equipped operatories. Computerized with SoftDental. No Digital X-ray. 100% Patient Referral. Seller is currently working 3 days/wk and has 4 days/wk of hygiene. Refers-out specialty. Sees approximately 5-8 new patients/mo. Fee for service. Grossed approximately \$425K in 2015. Buyer's net of \$87K. Great practice to own your own building with rental income. Please contact your CPS Agent for more details. **Property ID #5102.**

DUARTE (GP) – Turn-Key practice located in a busy shopping center. Has great signage. Practice consists of 2 equipped operatories, 1 plumbed not equipped in a 996 sq ft office. Seller is currently working 3.5 days/wk and Associate 1 day/wk. Sees approximately 9-10 patients/day. Insurance/Cash/Denti-cal/Cap. It's computerized with DentiSoft software and digital x-ray (1 sensor). Grossed approximately \$146K in 2015. Projecting approximately \$173K in 2016. Excellent opportunity. Low sales price! Please contact your CPS Agent for more details. **Property ID #5048.**

LA MIRADA – This General Practice was established circa 1963. Located in a two story medical professional building with reasonable rent. The practice consist of 5 equipped operatories with Digital X-ray and Intra Oral Camera in a approximately 1,279 sq ft suite. Seller is currently working 3 days/wk with 3 days/wk of hygiene. Sees approximately 10-12 new patients/mo. PPO and Cash Only! 100% Patient Referral. Grossed \$426K for 2015 and Projecting \$411K for 2016. Great practice. Seller is changing career. Please contact your CPS Agent for more details. **Property ID #5119.**

LA PUENTE – General practice + Real Estate. This practice is a historical landmark circa 1961 for the city of La Puente, previous owner built out the first dental practice for the city servicing the Latino community. Current owner established over 26 years ago and it's located in a single free standing building with private parking lot. Building for sale. The property is well maintained inside and out. Seller is currently working 1 day/wk and Associate 2 days/wk. Seeing 20-30 new patients/mo. PPO/Cash/Denti-cal/HMO practice. 100% patient referral. Practice consists of 4 equipped operatories in a 1,200 sq ft office. Has custom made program system to keep track of patient information. Grossed approximately \$452K in 2015. Net of \$172K. Great opportunity. Please contact your CPS Agent for more details. **Property ID #5101.**

LAWNDALE – Price Reduced!! Turn-Key General Practice located in a two story store front building with a large signage that overlooks to the main boulevard. Has over 45 years of goodwill. The practice consists of 4 equipped operatories and 2 plumbed not equipped in a 1,450 sq ft office. Seller is currently working 2 days/wk and sees approximately 13-15 new patients per month. Insurance/Cash/Denti-cal. Computerized with Practice Work software and Digital X-ray. No advertising. 100% patient referral. Long term lease. Great opportunity to take over a good location. Please contact your CPS Agent for more details. **Property ID #5051.**

LONG BEACH – General practice with over 50 years of goodwill is located in a multi story Professional / Medical building on a major heavy traffic flow street. This office offers 3 equipped spacious operatories with great window views, digital x-ray and Dentrix software. The suite is approximate 941 sq. ft. Seller is currently seeing approximately 7-8 new patient/mo. PPO and Cash only. Has reasonable rent. Referring out most specialty. Grossed \$333,106 for 2015. Seller is willing to stay for a period of time to help the new Buyer transition. Great opportunity. Please contact your CPS Agent for more information. **Property ID # 5116.**

LOS ANGELES - Well established General Practice with over 40 years of goodwill located in a 10 story Medical / Dental building. This office consist of 4 equipped operatories in a approximately 1,200 sq ft suite. Great views of the snowcapped mountains and on really clear days looking east you can see the Hollywood sign and looking north/west you can see Marina del Rey. Computerized with Easy Dental. Seller is currently working 4 days/wk with 5 days/wk of hygiene. PPO/Cash/Denti-cal/CAP. Grossed approximately \$823,221 in 2015. Buyer's net of \$259K. Please contact your CPS Agent for more information. **Property ID #5107.**

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Robert A. Palumbo, Executive V.P/Partner
Lic #01855842

SANTA CLARITA (GP) – This turn-key practice is located in single corner location with heavy traffic flow and excellent street visibility. Practice consists of 3 fully equipped spacious operatories and 5 plumbed not equipped in a 2,600 sq ft office. Plumbed for Nitrous and H2O. It's computerized with Easy Dental software and digital x-ray. Has new equipment. Seller works 2 days/wk with 2 days/wk of hygiene and sees approximately 10 new patients/mo. Cash and PPO Only. No HMO. Reestablished the practice in September 2013. Has long term lease. Averaging \$18,532 per month on a part time schedule. Grossed approximately \$230K in 2014 and projecting approximately \$222K for 2015. Great opportunity for a 1st time buyer or second office. Please contact your CPS Agents for more information. **Property ID #5013.**

SANTA CLARITA – Leasehold Improvements and Equipment Only! This beautiful and incredibly well laid out office is located in a premier shopping plaza. It has convenient access to the freeway and shares the same exit as Magic Mountain. The office consists of 6 equipped operatories in approximately 2,400 sq ft suite. The sellers outgrew the practice and moving to a new location. This office has been a dental practice circa 1996. Great opportunity to purchase a second office or move your existing office to this modern designed location. Please contact your CPS Agent for more details. **Property ID #5108.**

WESTCHESTER (GP) – Established circa 1972, this practice is located in a multi story medical building with its own parking garage. It consists of 4 spacious operatories with views to the city in a 1,338 sq ft suite. It is computerized with Practice Web software and digital X-ray (1 sensor). Seller is currently working 3 days/wk with 2 days/wk of hygiene. Accepts only PPO and cash only. Seen an average of 8-12 patients/day. 100% patient referral. Grossed \$331K in 2015. Projecting \$325K for 2016. Buyer's net of \$102K. Great practice. Please contact your CPS Agent for more details. **Property ID #5128.**

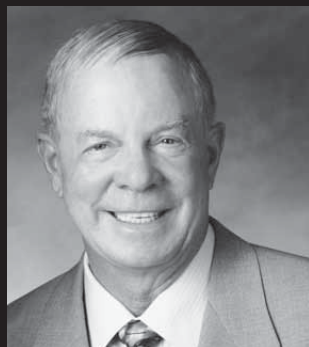
WEST COVINA – General practice with 13 years of goodwill is located one story building in busy shopping center. This practice consists of 5 equipped operatories. Has digital x-ray with 3 sensors. Sellers are currently working 2 days/wk with Associate 3 days/wk. See approximately 20-25 new patients/mo. Insurance / Cash / Some Denti-cal. No HMO. Grossed approximately \$459K in 2015. BUYER'S NET OF \$211K. Please contact your CPS Agent for more information. **Property ID #5083.**

ORANGE COUNTY LISTINGS

ANAHEIM (GP) - Price Reduced!! The practice has over 24 years of goodwill to offer. With very convenient freeway access, it is currently located in a single story strip mall and right around the corner from Anaheim Memorial Medical Center. This practice consists of 3 equipped operatories in a 5 sq ft suite. It's computerized with Dentrax software. No digital. Retiring seller is currently working 4.5 days/wk and sees approximately 16-20 patients/day on a busy day. PPO/Cash/Denti-cal. Patient base is approximately 60% young adults. 100% Patient Referral. Grossed \$467K in 2014. Projecting approximately \$480K for 2015. BUYER'S NET of \$198K Great opportunity. Please contact your CPS Agent for more details. **Property ID #5066.**

ANAHEIM – General Practice located in a busy shopping center with a heavy traffic flow intersection. Great opportunity for a first time buyer to build their dream practice. This practice consists of 3 equipped operatories in an 864 sq ft suite. It's computerized with Dentrax software. This is a digital office. The seller is currently working 5 days/wk and seeing approximately 8-10 patients per day, with 20 new patients per month. There is one hygienist that works 1 day/wk that sees 8 patients per day. Does advertising. Grossed \$416K in 2015. BUYER'S NET of \$71K. Please contact your CPS Agent for more details. **Property ID #5103.**

BREA – Established in 1984, this general practice is located in a 2 story medical / dental building. The office consists of 3 equipped operatories in an approximately 1,000 sq ft suite. Currently the Seller is working 4 days/wk w/ one Associate 1 day/wk. See approximately 15-18 patients/day. PPO & Cash only. 100% patient referral. Has reasonable rent. Grossed \$324K in 2015 with monthly revenues approximately \$27K/mo. Buyer's net of \$95K. Great opportunity. Please contact your CPS Agent for more details. **Property ID #5121.**



John W. Knipf, President
Lic #00283209

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COSTA MESA – With over 20 years of goodwill this well established General Practice is located in busy strip mall with reasonable rent. Seller has an exclusive in the lease. No other dentist allowed on the shopping center. The practice consists of 3 equipped operatories in an approximately 1,000 sq ft suite. The seller is currently working 4d days/wk and sees approximately 22-23 new patients/mo. PPO and Cash only. The office is computerized with Dentrix software. Major equipment is approximately 7 years old. Grossed \$354,718 for 2015. Motivated seller will be moving out of state. Please contact your CPS Agent for more details. **Property ID #5112.**

IRVINE - This General Practice was established in 2004 with 12 years of goodwill. Located in a one story medical building with utilities included. The office consists of 776 sq ft. There are 2 equipped operatories with 1 that is not equipped, but plumbed. Computerized with Easy Dental. This practice is digitally equipped with 1 sensor. Seller is currently working 2 1/2 days/wk. Sees approximately 7-10 new patients/mo. Grossed approximately \$272K in 2014. Buyer's net of \$117K. Great practice with affordable rent. Please contact your CPS Agent for more details. **Property #5088.**

MISSION VIEJO (LADERA RANCH) – Beautiful general practice located on a 2 story professional building in a growing community next to schools. Right across the parking lot there's a large Sport Center Facility. With over 13 years of goodwill this well established practice has a solid consistent patient base. Seller is currently working 3 days/wk, GP Associate 1x/mo, O.S. 1x/mo and with 4.5 days/mo of hygiene. Averaging 10-15 new patients/mo. PPO & Cash only. The practice consists of 2 equipped operatories and 1 plumbed not equipped (excellent for expansion) in an approximately 1,200 sq ft suite. It's computerized with Eagle Soft software and Digital X-ray (1 sensor). Grossed \$545K for 2015 with a Buyer's net of \$148K. Great practice. Priced well below the market value. Please contact your CPS Agent for more information. **Property ID #5086.**

NEWPORT BEACH - This general practice established in 2002 and is located in a 2 story medical building near residential area. Building is being remodeled and will be completed in January 2016. Seller is currently working 4 days/wk, Associate when needed and with 3 days/wk of hygiene. Sees approximately 15 new patients/mo. PPO & Cash only. No HMO. Does minimal advertising. Practice consists of 6 fully equipped operatories and 1 plumbed not equipped in a 1,956 rentable sq ft suite. It's computerized with Easy Dental software and digital x-ray (1 sensor). Projecting approximately \$663,189 for 2015 with a Buyer's Net of \$140,982. Great practice. Please contact your CPS Agent for more details. **Property #5086.**

ORANGE (GP) – Well established practice with 42 years of goodwill. This practice consists of 8 equipped operatories in a 2,640 sq. ft. suite located in a two story free standing building on a busy street. The 2nd floor has a lab, lounge, & office. Attracting approximately 30+ new patients/mo. Intra Oral Camera, Digital X-ray, & Dentrix Software. PPO & Cash Practice. Grossed approximately \$830K in 2015 with a Buyer's Net of \$330K. Please contact your CPS Agents for mode details. **Property ID #5059.**

ORANGE – Great opportunity for a GP or Specialist! Well designed practice located in a single story professional building. Condo is available for purchase or lease for a long term. Leasehold Improvements and Equipment Only! Practice consists of 5 equipped operatories and 1 plumbed no equipped operatories in a 2,200 sq ft unit. Has ample parking lots. Near residential area and shopping plazas. Seller in moving the office to a nearby city. Please contact your CPS Agent for more details. **Property ID # 5122.**

ORANGE COUNTY - General Practice established in 2009 is located on the second floor of a two story retail / medical building with excellent street visibility and heavy traffic flow. Great signage. This modern designed practice consist of 7 equipped operatories with Dentrix software. Located in a approximately 2,200 (usable) suite. Full time office averaging 60-70 new patients/mo. Seller is grossing approximately \$56K in monthly revenues. PPO/Cash/Cap (Averaging \$3500/mo in Cap checks). Grossed \$697K in 2015. Buyer's net of \$178K. A must see. Great opportunity. Please contact your CPS Agent for further details. **Property ID #5104.**

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Tony Frechette, V.P.
Lic #01967152

SANTA ANA – General practice located in a busy 2 story strip mall with ample parking. This practice consists of 4 days/wk and sees approximately 15-20 patients/day. PPO and cash only. No HMO or Denti-cal. Grossed approximately \$477K in 2015. **BUYER'S NET OF \$220K**. Please contact your CPS Agent for more details. **Property ID #5075.**

SANTA ANA – General practice established in 1993 consists of 2 equipped operatories and 1 plumbed not equipped for expansion is on a approximately 1,300 sq ft suite. Have great views to the city from the operatories. It's located in a multi story medical professional building. Seller is currently working 2-3 days/wk and sees approximately 8-10 patients/day. Refers-out all specialty. PPO/Cash/Some Denti-cal/Some CAP. It's computerized with Dentrrix software. Grossed approximately \$163,013 for 2015. Seller is retiring. Please contact your CPS Agent for more details. **Property ID #5109.**

SOUTH ORANGE COUNTY - (ORTHO/PEDO) – This State-of-the-Art office is located in a two story medical / dental building. Has new built-out which includes a Panoramic + Cephalometric. A new commercial complex is under construction right across the street from our practice adding to the new residential developments in this affluent community. Next to our practice is a pre-school, multiple grade schools, a middle school and a high school. The practice consists of 2 equipped operatories, great for a GP and 5 chairs in open bay on a approximately 3,100 sq. ft. suite. Well established practice. Fee for service and PPO insurance. No HMO. Mostly patient referral. Grossed approximately \$361K in 2015. Beautiful office. Please contact your CPS Agent for more details. **Property ID #5100.**

RIVERSIDE & SAN BERNARDINO COUNTY LISTINGS

CHINO (Ortho) – Real Estate for Sale. This is a rare opportunity to purchase a condo located in a single story strip mall. The condo has been modified unlike others there, with a patio and additional windows providing bright natural lighting. This practice consists of 4 chairs in open bay with 1 equipped operatory, 1 lab/lounge room, sterilization room and private office in a 1,170 sq ft condo. The facility has been always at this location for approximately 40 years. Please contact your CPS Agent for more details. **Property ID #5076.**

INDIAN WELLS – Price Reduced!! Great opportunity. This modern designed practice consists of 4 equipped operatories, lab room, lounge room, Cat Scan + Pano x-ray room, 2 consultation rooms, sterilization area, dark room and 2 private offices plus lecture room in a 2,850 sq ft office. Computerized with Intra oral camera. Major equipment is 10+ years old. Seller will be focusing on his primary offices. Located on a one story building near shopping plazas and residential community. Grossed \$189K in 2015 on 1 day/wk schedule. Please contact your CPS Agent for more information. **Property ID #5041.**

LA QUINTA – Leasehold Improvements and Equipment Only! This practice is located right across from La Quinta City Hall in a single story busy shopping plaza. The beautiful office consists of 3 equipped spacious operatories in a 1,000 sq. ft. suite. It's computerized with Dentrrix software and digital x-ray. The major equipment is approximately from new to 5 years old. Has reasonable rent. This office has been a dental office circa 1995. Seller will be focusing on his other offices out of state. Great opportunity for a GP or Specialist. Please contact your CPS Agent for more details. **Property ID # 5124.**

MURRIETA – General practice located in a busy single story shopping center. This modern designed practice consists of 4 equipped operatories and 1 plumbed not equipped on a approximately 1,790 sq ft suite. Seller is currently working 1 day/mo, Associate 4 days/wk and Ortho 1 day/mo. Seeing approximately 25 new patients/mo. Fee for service and PPO insurance. No HMO. Does some orthodontics. It's computerized with QSI Cloudbase. Established in June 2014. Grossed approximately \$526K in 2015. Buyer's approximately net of \$183K. Excellent opportunity. Please contact your CPS Agent for further details. **Property ID #5105.**



Fred Vuittonet, V.P.
Lic #01363583

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PALM SPRINGS – Price Reduced!! General practice established in 2005 and located in a one story free standing building. Practice consists of 3 equipped operatories with Practice Web software and digital x-ray. Major equipment is approximately 2 years old. Suite is 1,200 sq ft. Seller is working 5 days/wk and sees approximately 8-10 patients/day. Income source is approximately 25% insurance, 65% cash and 10% Denti-cal. Does little advertising. Grossed approximately \$372K in 2015. BUYER'S NET OF \$133K. Please contact your CPS Agent for more information. **Property ID #4487.**

RANCHO MIRAGE – Price Reduced!! Well established General practice located in a large busy shopping center. This practice consists of 3 equipped operatories and 2 chairs in operatory in an approximately 1,400 sq ft suite. It's computerized with Easy Dental and digital x-ray. Seller is currently working 4 days/wk and sees approximately 20-25 new patients/mo. Fee for service. NO HMO. Referring Office. New grocery store was built next door bringing walk-ins. Grossed approximately \$553K in 2015. BUYER'S NET OF \$172K. Please contact your CPS Agent for more details. **Property ID #5096.**

SAN DIEGO & IMPERIAL COUNTY LISTINGS

DEL MAR - Established in 1995 this General Practice is located in a 3 unit professional building. Next to residential area. One block from the ocean. The practice consist of 2 equipped operatories with window views to the ocean in an approximately 684 sq ft unit. It's computerized with Dentrix G5 software. Has reasonable rent. Seller is currently working 2.5 days/wk. PPO & Cash only! Grossed \$249K in 2015. Please contact your CPS Agent for more details. **Property ID #5110.**

EL CENTRO (GP + BLDG) – Price Reduced!! Well established family owned practice with over 60 years of goodwill. This practice is located in a single story building. Building is for sale. Practice consists of 5 equipped operatories, lab room, lounge room, storage, x-ray room, sterilization room, dark room, and 2 private offices in a 1,857 sq ft office. It's computerized with SoftDent software and digital x-ray. Seller is currently working approximately 4.5 days/wk and sees approximately 12-15 new patients/mo. Fee for service. Grossed \$327K for 2015. Great practice. Please contact your CPS Agent for more details. **Property ID #5023.**

SAN MARCOS – This general practice is located in a 3 story medical building across from a high school. The practice consists of 4 equipped operatories with 2 plumbed not equipped operatories in an approximately 2,562 sq ft suite. It's computerized with Denticon software and Digital X-Ray. Seller is currently working 3.5 days/wk with 3.5 days/wk of hygiene, GP Assoc. 2 days/wk and Implant Assoc. 2 days/wk. Sees approximately 22 new patients/mo. PPO / Cash / Some Capitation. Established in 2005. Grossed \$662,064 in 2015 and projecting approximately \$714K for 2016. Buyer's net of \$196K. Great office. Please contact your CPS Agent for more details. **Property ID # 5126.**

KERN, SAN LUIS OBISPO & VENTURA COUNTY

NEWBURY PARK / THOUSAND OAKS (GP) – Established in 1997, this modern designed practice is the only 8 operator practice in the city on a 2,800 sq. ft. suite. It's located in a one story Ralph's shopping center. The office is open 5 days/wk with 4 days/wk of hygiene and the Sellers see approximately 60-80 new patients/mo. PPO/Cash/Some Denti-cal/Some HMO (~\$4500/mo). Do minimal advertising. Grossed \$832,209 in 2015. BUYER'S NET OF \$196,509. Monthly revenues of approximately \$70K. Sellers will be focusing on their other practices. Please contact your CPS Agent for more details. **Property ID #5115.**

PORT HUENEME – This modern designed practice is located in a two story building retail plaza with heavy traffic flow. Has ample parking. The office consists of 3 equipped operatories in an approximately 920 sq. ft. suite. It's digital with one sensor. Leasehold and Equipment Only! It's a great location across from the ocean. Low sale price and affordable rent. Excellent opportunity for a first time buyer! **Property ID #5106.**

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SPECIALTY OFFICE LISTINGS

CHINO – Real Estate for Sale. This is a rare opportunity to purchase a condo located in a single story strip mall. The condo has been modified unlike others there, with a patio and additional windows providing bright natural lighting. This practice consists of 4 chairs in open bay with 1 equipped operator, 1 lab/lounge room, sterilization room and private office in a 1,170 sq ft condo. The facility has been always at this location for approximately 40 years. Please contact your CPS Agent for more details. **Property ID #5076.**

SOUTH ORANGE COUNTY - (ORTHO/PEDO) – This State-of-the-Art office is located in a two story medical / dental building. Has new built-out which includes a Panoramic + Cephalometric. A new commercial complex is under construction right across the street from our practice adding to the new residential developments in this affluent community. Next to our practice is a pre-school, multiple grade schools, a middle school and a high school. The practice consists of 2 equipped operatories, great for a GP and 5 chairs in open bay on a approximately 3,100 sq. ft. suite. Well established practice. Fee for service and PPO insurance. No HMO. Mostly patient referral. Grossed approximately \$361K in 2015. Beautiful office. Please contact your CPS Agent for more details. **Property ID #5100.**

S. SAN FERNANDO VALLEY / CENTRAL L.A. - This part-time Endodontic practice is located in a seven story professional medical building, the Seller is the only Endodontist in the building making for an excellent referral base. It has approximately 21 year of goodwill. The practice consists of 3 equipped operatories and 1 large operator plumbed but not equipped for expansion in an approximately 1,375 sq ft suite. It is computerized with Softdent software, digital x-ray, and Zeiss Scope. PPO and Cash only. Has low rent. It would also be an excellent location for other specialists. Has easy access to the 405 and 101 freeway perfect to draw patients from all of Los Angeles county. Seller will be retiring. Priced for immediate sale. Please contact your CPS Agent for more details. **Property ID #5117.**

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BANNING – This General Dentistry practice features 6 Operatories in a 1,873 sq. ft. suite. The practice utilizes Digital x-rays, EagleSoft, and is fully paperless. There are 8 days of hygiene per week. 2014 Gross Receipts of \$1.6MM+ and adjusted net of over \$600K. #CA183- Steve Caudill - 951-314-5542.

BELL – This General Dentistry practice is located in a free-standing building and features 3 Operatories, Dentrux, Digital x-rays, and intra-oral cameras with plenty of street visibility. Practice takes PPO and Denti-Cal. This very profitable practice's 2015 Gross Receipts were \$453K with \$259K Adjusted Net Income. #CA317- Kerri McCullough - 949-300-0312.

BEVERLY HILLS - Periodontal Practice - This beautifully designed Perio practice has 4 Operatories and is in a desirable professional building. Practice features Dentrux software and has 24 years of Goodwill. 2015 GR were \$382K. #CA342- Kerri McCullough - 949-300-0312.

BEVERLY HILLS – This General dentist has been in practice for 20 years and downsized 2 years ago to a nice boutique office with valet parking for patients. 2 Operatories, 1 equipped. Practice utilizes Digital x-rays, and is paperless. 2014 Gross Receipts \$120K on 3 days/week. FFS and PPO only. Great for downsizing dentist or starting dentist. Huge opportunity for growth. #CA215. Mario Molina - 323-974-4592.

BEVERLY HILLS – General Dentistry Practice with 5 Operatories in a 1,500 sq. ft. suite, located in a prestigious building. Practice utilizes EagleSoft, Digital, CEREC, and most equipment is approximately 7 years old. 4 days hygiene per week, with dedicated, long-term staff. 2015 Gross Receipts were \$1.2MM+. #CA210- Kerri McCullough - 949-300-0312.

BURBANK – This General/Prosth/Implant practice with 15 years of goodwill is located in a retail center. Practice has 5 Operatories, 3 equipped, and utilizes EasyDental and Digital X-rays. 2015 Gross Receipts of \$291K with \$118K Adjusted Net Income on 3 days per week plus one Saturday per month. #CA348- Kerri McCullough - 949-300-0312.

CARSON – This General Dentistry Practice with 3 Operatories is paperless and features EagleSoft, Digital X-rays, and Pano. All equipment is less than 3 years old. 2015 Gross Receipts of approximately \$185K, room to grow. #CA280- Kerri McCullough - 949-300-0312.

CENTRAL ORANGE COUNTY – General Dentistry Practice with 3 Operatories, Paperless and digital, located in a retail center on corner of a busy intersection. 2015 Gross Receipts of 381K with 156K Adjusted Net Income. #CA328- Thanh Tran – 949-533-8308.

COASTAL ORANGE COUNTY – NEW LISTING – This General Dentistry practice with 3 Operatories is located in a professional building near a hospital with residential buildings nearby. Practice features Digital X-rays and equipment is 3 years new. #CA369- Thanh Tran - 949-533-8308.

COASTAL ORANGE COUNTY – General Dentistry Practice. 5 Ops, 4 Equipped, Dentrux, Dexis. Professional building location with 48+ years of goodwill. 2015 GR of \$604K with Adj. Net of \$231K. #CA311 - Kerri McCullough - 949-300-0312.

CYPRESS – This General Dentistry practice has been established for 35 years in a 1,676 sq. ft. suite with 5 Operatories. Practice utilizes ComputerAge software and most specialty services are referred out. 7 days of hygiene per week. 2015 Gross Receipts were \$962K with \$430K Adjusted Net Income. #CA257- Kerri McCullough - 949-300-0312.

ENCINO – NEW LISTING – General Dentistry Practice with 4 Operatories has been established for over 40 years in the Valley. Practice features EagleSoft with 5 workstations, digital x-rays, and intra-oral camera. 2015 Gross Receipts of \$450K and \$182K Adjusted Net Income. #CA372- Thanh Tran – 949-533-8308.

FULLERTON – NEW LISTING – This General Dentistry Practice with 6 Operatories, 4 Equipped, is in a great location with 13 years of Goodwill. Practice utilizes Dentrux, Digital X-rays, and is paperless. 2015 Gross Receipts of \$410K. #CA352- Kerri McCullough - 949-300-0312.

GREATER LOS ANGELES AREA - Periodontal Practice-This 5 Operatorio Perio practice features Dentrux software with Digital X-Rays, Laser, and an Intra-Oral Camera. There is a great referral base, long-time staff and 34 years of Goodwill. 2015 GR of \$728K with \$307K Adj. Net. #CA173- Kerri McCullough - 949-300-0312.

HUNTINGTON BEACH – General Dentistry practice with 3 Operatories, 2 Equipped, 1 Plumbed, in a professional building. Completely digital and paperless with EagleSoft and 25 years of goodwill. Seller works a 3 day week with 1 day of hygiene. PPO/FFS practice. 2015 Gross Receipts of \$276K with \$103K Adjusted Net Income. #CA329- Thanh Tran – 949-533-8308.

HUNTINGTON BEACH – General Dentistry Practice with 5 Operatories has been established for 28 years in this beachside community. Located in a professional building, the practice features Digital x-rays, Pano, Laser, Intra-Oral Camera, and long-term staff with 12 days of hygiene per week. 2014 Gross Receipts of \$1.1M+. #CA263- Kerri McCullough - 949-300-0312.

INLAND EMPIRE – Endodontic Practice – This almost paperless 4 Operatorio practice features 8 year new equipment, digital x-rays, and Cone Beam CT. The practice has 60+ years of goodwill and is near freeway. 2014 Gross Receipts of \$739K on 4 days/week with low overhead. #CA281- Steve Caudill - 951-314-5542.

INLAND EMPIRE – General Dentistry Practice with 7 Operatories in a 3,000 sq. ft. suite. Practice features State-of-the-Art equipment and technology, Gross Receipts of \$1.3M, located in newer professional complex, beautiful decor, superb staff, large, loyal patient base and 30 years good will. #CA283 - Kerri McCullough - 949-300-0312.

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INLAND SOUTH BAY – This General Dentistry Practice with 6 Operatories, 5 Equipped is located in a professional building and has been established for 35+ years. Practice is paperless and digital with Dentrrix software and a Pano. There are 4 days of hygiene per week. 2015 Gross Receipts of \$833K and \$368K Adjusted Net Income. #CA346- Kerri McCullough - 949-300-0312.

LAGUNA BEACH – General Dentistry, 5 Operatories, 3 Equipped, Great location! \$503K GR in 2014. For more information, call Thanh Tran – #CA304 - 949-533-8308.

LAKEWOOD – This General Dentistry Practice with 4 Operatories, 3 Equipped, 1 Plumbed, is located in a retail center near a busy corner with signage. Practice has 38 years of goodwill and utilizes Dentrrix software and XDR digital x-rays. #CA341- Kerri McCullough - 949-300-0312.

LONG BEACH – **NEW LISTING** – This General Dentistry practice has been established at this location for 50+ years. Featuring 5 Operatories, 4 Equipped in 1,850 sq. ft., and digital x-rays, this practice has 4 days of hygiene per week. 2015 Gross Receipts of \$359K. #CA363- Thanh Tran - 949-533-8308.

LOS ANGELES – **NEW LISTING** – General Dentistry Practice with 3 Operatories and 50+ years of Goodwill. Practice features PracticeWeb software with 5 computers, Pano, Digital X-rays, Laser, and Intra-oral camera. 2015 Gross Receipts of \$241K and Adjusted net of \$121K on a two-day work week. #CA345 -Kerri McCullough - 949-300-0312.

LOS ANGELES – General Dentistry Practice on the west side with 3 Operatories, 2 equipped, featuring EagleSoft and Digital x-rays. Desirable Professional building location with 30+ years of goodwill. 2015 Gross Receipts of \$370K with \$196K Adjusted Net Income. #CA318 -Kerri McCullough - 949-300-0312.

NEWPORT BEACH – **NEW LISTING** – This paperless General Dentistry practice with 5 Operatories, 3 Equipped, is located in an upscale area and features EagleSoft, Digital X-rays, Pano, Intra-Oral Camera. The 2015 Gross Receipts were over \$550K. #CA366- Kerri McCullough - 949-300-0312.

ORANGE COUNTY – **NEW LISTING** – Orthodontic Practice with 6 chairs in an open bay, plus 2 Operatories and a Consultation room. This practice is paperless with a digital Pan/Ceph. 2015 Gross Receipts of \$945K and \$300K Adj. Net. #CA371- Kerri McCullough – 949-300-0312.

ORANGE COUNTY - Endodontic Practice with 6 Operatories and a strong referral base of area dentists for 25+ years. Completely paperless and digital with microscopes and 5 year new equipment. 2015 Gross Receipts of \$736K with \$325K Adjusted Net Income. #CA327- Kerri McCullough - 949-300-0312.

ORANGE COUNTY – General Dentistry Practice with 3 Operatories has been established for 56+ years. Located in a professional building, this practice features Dentrrix and Dexis digital x-rays. 2015 Gross Receipts of \$374K with \$173K Adjusted Net Income. Great location centrally located near freeways. #CA319- Kerri McCullough - 949-300-0312.

PALM SPRINGS – **NEW LISTING** – This General Dentistry practice with 4 Operatories has 30 years of goodwill. Good location, Doctor wants to remain and work part time if possible, 2015 Gross Receipts of \$549,600. #CA351- Steve Caudill - 951-314-5542

PASADENA AREA – General Dentistry practice with 3 Operatories, Dentrrix, Dexis Digital X-rays, and a CEREC. The practice has been established for 50+ years. Building also for sale with practice. #CA282- In Escrow. Kerri McCullough - 949-300-0312.

SANTA BARBARA – This General Dentistry Practice with 4 Operatories has been established for 40+ years in beautiful Santa Barbara. Practice has long-term staff and 8 days of hygiene per week. Fee For Service/Delta Premier only. 2015 Gross Receipts were \$827K. #CA291-Kerri McCullough – 949-300-0312.

SANTA MARIA – General Dentistry practice with 3 operatories in 1,000 sq. ft. suite. This is a FFS and PPO practice and patients are seen 3 days per week with 1 day of hygiene. 2015 Gross Receipts of \$262K. #CA324-Kerri McCullough – 949-300-0312.

SOUTH ORANGE COUNTY – Pediatric Dentistry – This Pedito practice has 4 Operatories, and 1 year new equipment and features a beautiful, modern design, OpenDental, Digital X-Rays, and Pano. 2014 Gross Receipts were \$236K on a 4 day work week with room to grow. #CA222- Thanh Tran - 949-533-8308.

VICTORVILLE – General Dentistry practice with 3 Operatories plus 3 plumbed for expansion is located in a 2,150 sq. ft. suite. Practice utilizes SoftDent software with 2014 Gross Receipts of \$273K. Practice has been established for over 34 years. #CA149- Kerri McCullough - 949-300-0312.

WHITTIER – This General Dentistry practice has been established for over 50 years in a professional building on a main street. 4 Operatories, 3 equipped. Practice utilizes Dentrrix and Dexis Digital X-rays. The majority of all specialty work is referred out. 2015 Gross Receipts of \$202K - room for growth. PPO/FFS office with favorable rent. #CA276- Kerri McCullough - 949-300-0312.

SAN DIEGO

CHULA VISTA – This General Dentistry practice was established 50 years ago, and the seller acquired it 35 years ago. The practice features 4 Operatories, has 4 days of hygiene, and Dentrrix Software. \$493K 2013 Gross Receipts, seller is retiring. #CA109 - Russ Okihara - 619-694-7077.

CHULA VISTA EAST – General Dentistry practice with 3 operatories has been established for 19 years. Office is located in a professional building and has 2 days of hygiene per week. #CA304 -Russell Okihara - 619-694-7077.

ESCONDIDO - General Dentistry Practice with 4 Ops, 3 Chairs in Central Escondido. Doctor is retiring. An excellent opportunity to merge or grow, looking for a quick sale. #CA292- Russell Okihara – 619-694-7077.

LA JOLLA – Quality-driven General Practice with three Operatories is now available. This is a Fee for Service and Delta Premier Practice with a part-time Hygienist. 2014 Gross Revenue of \$559K, Dentist is retiring. #CA278 - Russell Okihara - 619-694-7077.

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NORTH COUNTY INLAND – Highly-regarded General Dental Practice. FFS/PPO. 6 Operatories located **SOLD** beautiful, free-standing building with ample parking. Opportunity for property ownership. #CA271- Russell Okihara - 619-694-7077.

NORTH COUNTY SAN DIEGO – *NEW LISTING* – 5 Operator General Practice, PPO/FFS, Spacious and Clean, Professional Building, Convenient Location, Dentist Retiring. 2015 Gross Receipts of \$453K with low overhead. #CA354- Russell Okihara - 619-694-7077.

SAN DIEGO – Modern and Spacious Restorative/Implant Practice. State of the Art Equipment. Digital X-Rays. i-CAT. Lab on Site. 5 Equipped Operatories and 2 Specialty Rooms. Consult Rooms. High Grossing Practice. Great Opportunity for a Multi-Specialty Center. Excellent Location. Call for more information. #CA334- Russell Okihara - 619-694-7077.

SAN DIEGO – *NEW LISTING* – 6 Operatories, 3 Equipped, GP, FFS/PPO, Dentrrix, Digital X-Rays, Sirona XG3, Modern and Spacious, Excellent Opportunity for Growth, Ground Level Office with Excellent Curbside Exposure. #CA359- Russell Okihara - 619-694-7077.

SAN DIEGO – 3 Operatories, EagleSoft, Excellent Strip-Mall location, Perfect opportunity to get into a practice. **SOLD** Priced to sell quickly. Doctor is selling for health reasons. #CA340- Russell Okihara - 619-694-7077.

SOUTH BAY AREA – General Dentistry Practice with 4 Operatories in a modern and spacious layout. This is a PPO/FFS office featuring EagleSoft, Digital X-rays. Both the practice & building are for sale. 2015 Gross Receipts of over \$335K. #CA313- Russell Okihara - 619-694-7077.

VISTA – Beautiful and Modern, 5 Op General Practice, FFS/PPO, Spacious and well-appointed, Computerized, **SOLD** can X Digital X-Rays, Digital Pano. All Endo, Implant Placement and Most Surgeries Referred. Seller Retiring due to Health. #CA308- Russell Okihara - 619-694-7077.

OUTSIDE OF CALIFORNIA

HONOLULU, HAWAII – *NEW LISTING* – General Dentistry Practice with 6 Operatories, 5 fully equipped, 1 plumbed, not equipped. Practice features Dentrrix, Dexis, Pano, Laser and CEREC Blue Cam. Practice is located in a growing area near shopping and residential. #HI103-Russell Okihara - 619-694-7077.

MAUI, HAWAII – General Dentistry Practice with a spacious layout, 7 Operatories, 5 equipped. Lots of Goodwill, Computerized, FFS/PPO with a Modern design and CEREC. Excellent Location in central Maui. 2014 Gross Receipts over \$1.4MM. #HI101-Russell Okihara - 619-694-7077.

OAHU, HAWAII – Modern General Dentistry Practice, with 3 Operatories. Practice is computerized with Dentrrix, and digital X-rays. This is a FFS/PPO practice. This is an excellent opportunity. #HI100-Russell Okihara - 619-694-7077.

OAHU, HAWAII – General Dentistry practice with 3 Operatories. Practice utilizes Dentrrix, Dexis Digital X-rays, located in a shopping center. Established for 28 years, on most major PPOs. 2015 Gross Receipts over \$360K. #HI102- Russell Okihara - 619-694-7077.

NORTHERN CALIFORNIA

BENICIA – General Practice & Building. 1,545 sq. ft., 4 ops. **SOLD** Open Dental software, digital X-ray & Pano, Laser. 2014 GR \$550K. #CA298 Jim Engel - 925-330-2207.

BENICIA – 1,400 sq. ft. office with 3 ops. Digital X-ray, Pano, Laser, Dentrrix software. 2015 GR \$305,000 2 day/week. Sister practice #CA322, sale combined or separate. #CA321- Thomas Wagner - 916-812-3255.

CALAVERAS COUNTY – General Dentistry – 4 Op office, 1,752 sq. ft. w/Dexis Digital X-ray, Eaglesoft, **SOLD** and Pano. Av. GR last 3 years \$450K. #CA294-Dennis Hoover - 209-605-9039.

CASTRO VALLEY – General Dentistry – Practice & Building. **SOLD** 1,800 sq. ft. 3 equipped Ops, 1 add'l plumbed. 2014 GR of \$373K on 4 days/week. #CA251 Jim Engel - 925-330-2207.

CASTRO VALLEY – General Dentistry - 1700 sq. ft. office w/4 Ops. 2015 GR \$530,000, 4 day reduced schedule. Eaglesoft PMS, Digital X-Ray, Fiber Optics & Laser. Owner retiring. #CA368 Jim Engel - 925-330-2207.

CONTRA COSTA COUNTY – Endodontic Practice.- 4 Op Endo office w/Digital X-ray, Microscopes, and PBS Endo software in approx. 1,200 sq. ft. 2014 GR \$672K. #CA284- Jim Engel - 925-330-2207.

EL DORADO COUNTY – 960 sq. ft. w/ 4 Ops, intraoral camera, digital x-ray, PracticeWorks software. 2015 GR \$466K. #CA339 Thomas Wagner - 916-812-3255.

FOLSOM – General Dentistry - 2,420 sq. ft. w/5 Ops, Schick **SOLD** Digital X-rays, non-digital Pano, Softdent. #CA235-Thomas Wagner - 916-812-3255.

GREATER EL DORADO COUNTY – Four day/week General practice in 1700 sq. ft. with 5 Ops. Eaglesoft, 8 computer stations, digital pan, 2 digital sensors, and 4 days hygiene/wk. Great location. Owner retiring. #CA343- Thomas Wagner - 916-812-3255.

GREATER ROSEVILLE – General Dentistry- 4 Ops, highly-desirable area, equipped with IO camera, Digital Laser, and Dentrrix. Est. 20+ years, 2015 GR of \$945K. #CA350 Thomas Wagner - 916-812-3255.

GREATER ROSEVILLE/ROCKLIN – General Dentistry- 4 Ops with IO, Digital X-ray, Laser, Dentrrix software. Established 20+ years, 2015 GR \$945K. #CA331 Thomas Wagner - 916-812-3255.

GREATER ROSEVILLE/ROCKLIN/AUBURN – General Dentistry- highly desirable location with 5 Ops. 2015 coll. of \$850K. Buyer must purchase 1600+sf facility w/practice. Owner retiring. #CA338 Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO – General Dentistry - 7 Ops, 3,079 Sq. Ft. (Shared w/2nd DDS – Separate Practices), 2014 GR \$924K. #CA140- Thomas Wagner - 916-812-3255.

GREATER SACRAMENTO – General Dentistry - 2,100 **SOLD** w/6 Ops, Dentrrix. Combined 2013 GR of \$1.1MM. #CA237 - Thomas Wagner - 916-812-3255.

GREATER SAN JOSE AREA – Perio Practice. Fiscal-yr **SOLD** \$1.3MM. 5 Ops, 2 add'l plumbed, in same loc. 28 years. #CA219- Dennis Hoover - 209-605-9039.

HAYWARD – General Practice. 2 fully-equipped ops, 2 addtl plumbed. 2014 GR \$186,000, very low overhead. 3100 sq. ft. building w/rental income for sale. #CA316 Jim Engel - 925-330-2207.

LIVERMORE – General Practice & Building. Approx 1,100 sq. ft. **SOLD** w/Digital Pan, Digital X-ray, Laser, Dentrrix software. 2014 GR \$740K. #CA300 Jim Engel - 925-330-2207.

MARIN COUNTY – 1250 sq. ft. 3 operatories. Fee for service 2014 GR \$370,000, on pace for same in 2015. #CA302 Jim Engel - 925-330-2207.

MARIN COUNTY – General Dentistry- 3 Op practice. 2014 GR \$315K. Paperless charts, Schick Digital Sensors, Eaglesoft software. Owner retiring. #CA286-Jim Engel - 925-330-2207.

MILLBRAE – General Dentistry- 1,500 Sq. Ft. leased office with 5 Ops. 1 additional plumbed, state-of-the-art equipment. 2014 GR \$670K. #CA262-Jim Engel - 925-330-2207.

MOUNTAIN VIEW – General Dentistry- 1,100 sq. ft. office **SOLD** great location w/4 ops, Dentrrix software, digital x-rays. 2015 GR \$371,000. #CA335-Jim Engel - 925-330-2207.

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NORTH COAST – Endo Practice. 6 Ops, 5 plumbed 3,300 sq. ft. office. Digital, Microscopes, EndoVision. #CA214-Jim Engel - 925-330-2207. **SOLD**

NORTH EAST OF SACRAMENTO – 2,500 sq. ft., 7 Ops with digital, digital x-ray, and Eaglesoft software. 2014 GR \$1.5M. #CA268-Thomas Wagner - 916-812-3255. **SOLD**

NORTHERN CALIFORNIA – Perio Practice, Partnership Position. 10 Ops, 1,500 Sq. Ft. Dentrux. Owner Financing Available. #CA168-Thomas Wagner - 916-812-3255. **SOLD**

NORTHERN SACRAMENTO – General Practice & condo for sale. 2500 sq. ft., 5 Ops, Dexis Digital X-ray, Pano, Laser, Dentrux. 2014 GR \$673K. #CA305-Thomas Wagner - 916-812-3255. **SOLD**

NORTHERN SACRAMENTO – Prosthodontic practice & stand-alone building for sale. 3 Ops, 2015 GR of \$601,617. #CA326-Thomas Wagner - 916-812-3255.

OAKLAND – *NEW LISTING* - General Dentistry- 12 ops in 5,000 sq. ft. modern office. GR of \$1.5MM with PPO, HMO and FFS patients. Seller will help with a smooth transition. #CA360-Jim Engel - 925-330-2207.

OAKLAND – General Dentistry- Appx. 1,500 sq. ft. w/4 Ops, Dentrux software, Dexis Digital X-ray. 2015 GR \$511K, 3 day week. #CA293-Jim Engel - 925-330-2207. **SOLD**

OROVILLE – General Practice. 1,000 sq. ft., remodeled 2010. Dentrux & Dentrux software, Digital Pan & X-rays, Laser, Intra-Oral. 2014 GR \$512K. #CA287-Dennis Hoover - 209-605-9039.

OROVILLE – General Practice. 3 Ops, mostly new equipment & recently remodeled. Great satellite or startup practice. Owner retiring. #CA288-Dennis Hoover - 209-605-9039.

PASO ROBLES AREA – *NEW LISTING* - \$2.25M GR, 52% overhead. Buyer must be skilled in restorative, surgical procedures, implant placement. Purchase of Bldg. to be considered. Owner will work for buyer a couple of days a week. #CA355-Dennis Hoover - 209-605-9039.

ROSEVILLE – General Practice: 4 equipped Ops, 1 add'l plumbed in 1,650 sq. ft. w/Digital X-ray, Laser, Dentrux software. 2015 GR \$564K+. #CA323-Thomas Wagner - 916-812-3255.

SACRAMENTO – General Practice: 1,320 sq. ft. w/3 equip. ops, 1 add'l plumbed. Dexis Digital X-ray, Intra-oral, Carestream software. 2014 GR \$434K. #CA296-Thomas Wagner - 916-812-3255. **SOLD**

SACRAMENTO – Practice and Condominium. 1,300 sq. ft. office. 10 Ops. Eaglesoft software. 2014 GR \$650K. #CA261-Thomas Wagner - 916-812-3255. **SOLD**

SACRAMENTO – General Practice: 1,000 sq. ft. office w/2 equip. Ops, 2 add'l plumbed. DentalMate software. 2015 GR \$110,427 #CA332-Thomas Wagner - 916-812-3255.

SACRAMENTO – 8 Ops w/Schick digital x-ray, Pano, Laser, and Eaglesoft software. 2015 GR \$1.9M. #CA337-Thomas Wagner - 916-812-3255.

SAN FRANCISCO – *NEW LISTING* - General Practice: Financial District office with 5 Ops, with room for a 6th, 1760 sq. ft. 2015 GR \$1.2MM with adjusted net of \$480,000. 36 years in practice, 26 years at this location. #CA357-Jim Engel - 925-330-2207.

SAN FRANCISCO – Periodontal Practice & Condo Unit. 1,160 sq. ft. w/4 Op, 2014 GR \$714K w/\$363K Adj. Net. #CA274-Dennis Hoover - 209-605-9039.

SAN JOSE – General Practice: 2015 GR \$568,000 on 2 ½ day week. 4 equip. ops, 2 add'l plumbed, 2,200 Sq. Ft. EZ Dental Software, Dexis Digital X-Ray, film-based Panoramic. #CA330-Jim Engel - 925-330-2207.

SAN RAFAEL – *NEW LISTING* - General Practice: 800 sq. ft. office, 3 Ops. 2015 GR \$796,000, 3 day week, 55% overhead. Eaglesoft PMS, Dexis Sensor, Panoramic, Laser. #CA358-Jim Engel - 925-330-2207.

SAN RAMON – *NEW LISTING* - Facility Only Sale: 4 Ops w/high-end Pelton & Crane Equipment, Digital X-Ray, Digital Pan, I.O. Cameras, 1654 sq. ft. corner suite. #CA370-Jim Engel - 925-330-2207.

SANTA MARIA – 4 Ops, Easy Dental, Dexis, and Intra-oral camera. 2013 GR of \$523K in 180 Dr. days. #CA166-Jim Engel - 925-330-2207. **SOLD**

SANTA ROSA – General Dentistry & Building. 3 Ops. 2015 GR \$563K w/\$186K Adjusted Net. #CA200-Dennis Hoover - 209-605-9039.

SOLANO COUNTY – General Practice: 1,350 sq. ft., 4 Ops, Intra-oral, Digital, Pano, and Dentrux. 2014 GR \$588,09K on 30 hour/week. #CA246-Thomas Wagner - 916-812-3255. **SOLD**

SONOMA – Stand-alone 2,000 sq. ft. office w/4 Ops. Digital X-rays, Lasers, CAD/CAM. 2014 GR \$675K on 3 day/week. #CA270-Jim Engel - 925-330-2207. **SOLD**

SOUTHERN SACRAMENTO COUNTY – General Practice: Condo office with 1,380 sq. ft. & 4 Ops, Intra-oral, Dexis, Pano, Laser, Easy Dental. 2014 GR were \$581K #CA249 -Thomas Wagner - 916-812-3255. **SOLD**

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STOCKTON – *NEW LISTING* - General Practice: 7 Ops, 2052 sq. ft., great lease and options to renew. GR \$750,000 with PPO, HMO and FFS patients. #CA361-Jim Engel - 925-330-2207.

VACAVILLE – 2,400 sq. ft. office with 4 ops. Digital X-ray, Pano, Laser, Dentrux software. 2015 GR \$519,000 3 day/week. Sister practice #CA321, sale combined or separate. #CA322-Thomas Wagner - 916-812-3255.

WALNUT CREEK – Prosth Practice. 3 Ops, Full Lab. 2013 GR \$850K w/Adj. Net \$143K. #CAM540- Jim Engel - 925-330-2207. **SOLD**

WATSONVILLE – Practice & Building. 1,325 sq. ft. condo w/4 ops. Fiber Optics, Intra-Oral, Digital X-rays. Av. GR of \$450K on owner 3.5 days/week. Owner is retiring. #CA314-Dennis Hoover-209-605-9039. **SOLD**

YOLO COUNTY – Pediatric practice with 2 equip. Op, approx. 1,000 sq. ft., Intra-oral, Open Dental software. 2015 GR \$223K. #CA301-Thomas Wagner - 916-812-325.

CENTRAL CALIFORNIA

FRESNO – Great start-up or satellite office. 4 Ops, 1480 sq. ft., great lease. 2015 GR \$237,000 and priced to sell. #CA349 Jim Engel - 925-330-2207.

HANFORD - General Dentistry – 4 days hygiene, 1,345 active patients. 2015 GR \$509K. Digital x-rays, Intra-oral cameras, and Imaging System. #CA336-Dennis Hoover - 209-605-9039.

KINGS COUNTY – Practice has been est. 50 years in a rural community. 4 Ops, intra-oral camera, and Pano. 2014 GR were \$246K. Great location to relocate or open a 2nd office. #CA265 - Steve Caudill - 951-314-5542. **SOLD**

MADERA - General Dentistry – Building & practice. 6 Ops, 3,000 sq. ft., Dentrux software, Dexis software, Pano. 2014 GR \$850K. #CA289-Dennis Hoover - 209-605-9039. **SOLD**

MODESTO - Dental Air Space Condominium. 1,511 sq. ft. dental condo unit. Sale price \$286,000. #CA333-Dennis Hoover - 209-605-9039.

TULARE - 2,300 sq. ft. free-standing office w/5 Ops. 2014 GR \$777M. 10 days hygiene. Owner moving out of state. #CA273- Dennis Hoover - 209-605-9039. **SOLD**

TUOLUMNE COUNTY - General Practice & Bldg. 6 Ops, 2,000 sq. ft. 2013 GR \$1MM+ #CA199- Dennis Hoover - 209-605-9039. **SOLD**

VISALIA - General Practice. 1,642 sq. ft., 5 ops. 2015 GR \$747,000, \$347,000 adj. net income. Dentrux software, Digital X-Rays. #CA320- Dennis Hoover - 209-605-9039. **SOLD**

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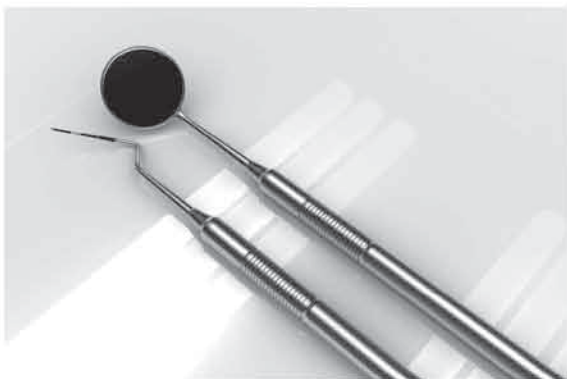
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Treatment Coordinator needed ASAP in Beverly Hills Ortho Office. Please contact Valerie at 310.785.0770 - competitive hourly pay plus bonus.

Camarillo: Diamond in the rough with room to expand. 5 ops in 2100 sqft. Call today for more information! IntegrityPracticeSales.com, Broker Bill Kimball, DDS, BRE #01911548. (855) 337-4337.

Dentist wanted for West Covina area Tues or Wed Spanish speaking preferred. Salary + Call Josie at (626) 890-6829.

GENERAL PRACTICE FOR SALE-SANTA BARBARA: 4 Ops, 8 days of hygiene/week, long-term staff. 2015 GR \$827K. HSPPT-Kerri McCullough 949-566-3056 #CA291.

Dental Sensor For Sale. Adult Size #2 Ei Dental Sensor for \$4,495. Brand New. TWIN Driver Included. Works with Major Imaging Systems. Dexis, Eaglesoft, VixWin, XDR, Apteryx and more. Contact seanbirney@gmail.com.

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Featured Listings:



Chino - 3 treatment rooms & 2 plumbed not eq. treatment rooms located in a 1,600 sq. ft. suite in a two story building in a multi-use, frequented center. Growing Area! Patient Charts included & Priced to sell!

Beverly Hills – Leasehold Improvements & Some Charts.

2 treatment rooms & 1 plumbed not eq. treatment room in 824 sq. ft. suite located in a community established professional building w/ 34+ years of Goodwill. Rent is very reasonable for the area and the seller has a sublease arrangement 1 day a week which will offset the rent \$1,400/month. High Profile - Cash Patients. Retiring Seller only works 12 hours a week. Implant oriented practice. Patient Charts included but not guaranteed.



Downey – 3 treatment rooms in 1,214 sq. ft. suite located in a four story Medical building w/ 17 years of Goodwill. Rent is very reasonable at \$2,469/month. Quality, Caring Doctor and Staff. Seller currently works 2.5 days / week at this location. Seller's primary practice is in Newport Beach.



Escondido - w/ Real Estate for Sale or Lease - 5 treatment rooms in 2,200 sq. ft. suite w/ 21+ Years of Goodwill. 2nd floor studio w/ shower. Excellent corner location, close to schools. Projecting approx. \$371,056 for 2016 on a minimal schedule. Priced at \$198,500 for the practice and \$450,000 for the building.

Irvine – Leasehold & Tenant Improvements Only. Beautifully designed, streamline suite with 3 treatment rooms in 1,505 sq. ft. bright, clean, organized suite with plenty of storage. Two story Medical Building with ample parking. No charts or equipment included. Recently Reduced- \$25,000.



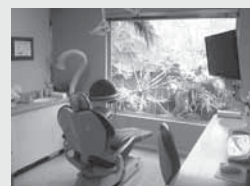
South Gate – New Confidential Listing – 7 treatment rooms, Excellent location & lease, Seasoned Staff and Solid Patient Base. Contact me to discuss this opportunity.



Lake Elsinore – I have a Medi-Cal / HMO practice that gets cap checks of approx \$5,500/month. Great location off of the 15 freeway in a busy retail center with good anchor tenants. 8 treatment rooms plumbed and equipped and 4 partially equipped. Rent is low, and the seller is motivated. Seller has two other practices

– Murrieta and Marina Del Rey. If you are thinking of purchasing as a managing doctor, this could be the one for you.

Orange – Excellent, Central Orange County location on a frequented street w/ 52 years of Goodwill. Retiring Seller. 70% Insurance and 30% Cash. 4 treatment rooms in 1,300 sq. ft. Seller owns the condo and will give right of first refusal.



Chino - 4 eq. treatment rooms in a spacious suite located in a single story, strip shopping center on a busy street. Excellent exposure and signage. Bright, clean, organized suite. Leasehold Improvements & Equipment Only.

Lawndale – New Listing. 2 treatment rooms and 5 eq. chairs in an open bay located in a two story 2,200 sq. ft. suite with excellent visibility, pole signage, reasonable rent (\$2,250/month), and approx. 250 charts included but not guaranteed. The suite is currently set up as an Ortho/ Pedit practice with a reception and video game area on the bottom floor and the treatment area on the second floor. Priced at \$110,000.



Glendale - 3 treatment rooms in 1,050 sq. ft. suite located in a two story professional building w/ 26 years of Goodwill. Suite is located on the 1st floor next to the pharmacy. Rent is very reasonable for the area at \$2,978/mo. Seller works this location approx. 12 hrs/wk w/ an Assoc. working 1 dy/wk and 1 dy/wk of hygiene. Seller would like to concentrate on his two other practices. **Recently Reduced.**

My Promise To You

Hi...I'm Greg Beamer. When we meet to discuss the sale of your practice, I will take the time to understand your needs and background. I know that proper pricing is not just about numbers, it's about the entire picture. Once we have discussed the office and agree to the market price, I will present a listing agreement that allows me to go to work on your behalf. My listings are for about half the time-frame of most other brokers, so if you are not comfortable with the activity you can move on. I am hands-on and will honestly tell you what to expect throughout the process - I won't simply tell you what you want to hear. You are hiring me to be your guide, not a "yes man". I return calls, texts and emails promptly, and I encourage questions at any time, day or night. I will meet with you on your schedule, not mine. I take the time to structure the sale so it works for everyone. I value integrity and I have a reputation for standing beside my sellers all the way through the process. I don't like to leave anything to chance. The sale of your practice is a serious event - I know how important it is to you. Call me anytime.

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info@gregbeamer.com • www.gregbeamer.com



Tustin – New Listing. Beautiful, Unique, Boutique Style build-out- A must see to appreciate! 3 treatment rooms in a 1,400 sq. ft. suite located in a two story Medical building with a new monument sign. The reception room has an electronic fireplace, and could be the perfect fit for specialty or general dentistry where you want to present a very warm and comfortable atmosphere. Belmont X-Calibur chairs, front deliveries, Tuttnauer 2340 M autoclave, Denoptix x Gendex, and Planmeca Proline EC Pano Perfect office for sleep apnea, sleep sedation, and concierge dentistry.

Belmont X-Calibur chairs, front deliveries, Tuttnauer 2340 M autoclave, Denoptix x Gendex, and Planmeca Proline EC Pano Perfect office for sleep apnea, sleep sedation, and concierge dentistry.

Los Angeles – New Listing. 5 treatment rooms in a 1,750 sq. ft. suite located in a two story, retail center on the corner of two highly traveled streets. Excellent exposure and signage. Attracting 60+ new patients per month. Easy Dental Software, Digital x-ray, Intra Oral Camera, and equipment that averages 5 years old. Collected approx. \$734,511 for 2015.



Irvine – 3 treatment rooms & 1 plumbed not eq. treatment room in a nicely designed 1,100 sq. ft. suite located in a multistory professional building w/ **13 years of Goodwill. 70% Insurance, 30% Cash.** Seller currently works 20 hours a week due to health reasons. Landlord is easy to work with and willing to negotiate the already reasonable \$3,000/month lease. Seller is very Motivated! - \$180,000.

Rancho Cucamonga – Leasehold Improvements and Equipment Only – 5 treatment rooms in a spacious 2,000 sq. ft. suite located in a two story professional building on a major thoroughfare with signage that faces Foothill Blvd. Ample parking and a reasonable lease. Seller is leaving major equipment and some extras like Smart TVs, computers, phone systems, etc. **\$82,500.**



Tustin - Office is in a professional building on a major street with a monument sign. Building houses medical and dental. 1,100 sq. ft. build-out includes 5 chairs with side deliveries and one in a private consultation room. Landlord is very attentive to the tenant's needs. **A must see to appreciate! Leasehold Improvements & Equipment.**



Under Offer:

Burbank – 30+ Years of Goodwill, Low Rent, Insurance/ Cash practice with an Excellent Reputation.

Huntington Beach – High-end cosmetic restorative practice, Collecting approx \$1.4MM.

Inland Empire – 8 treatment rooms, 2 Hygiene rooms in 3,500 sq. ft. suite. 90% Insurance & 10% Cash Practice.

Los Angeles – Leasehold Improvements & Equipment Only- 3 treatment rooms in 824 sq. ft. suite.

South Riverside County – 80%-20% Insurance and cash. Steady collections over \$1.2M for the last two years.

Recently Sold:

Culver City - 4 eq. ops. in 980 sq. ft. suite. PPO / CASH Practice.

Covina - 4 eq. ops. in 900 sq. ft. suite located in a single story, strip center w/ 25 Yrs of Goodwill.

Fontana - 4 eq. ops. in a 1,600 sq. ft. suite that the seller shares with a Medical Doctor.

Hawthorne - 5 eq. ops. in 1,600 sq. ft. suite located in a single story, strip shopping center w/ 30 Years of Goodwill.

Montebello Ortho - 5 eq. chairs in an open bay in a 1,500 sq. ft. suite. Retiring seller.

Pasadena – 6 eq. ops. & 1 plumbed not eq. op. in 2,200 sq. ft. suite. 20 Years of Goodwill.

Santa Clarita Area Pedro - High-end, quality, large pediatric practice with an excellent reputation.

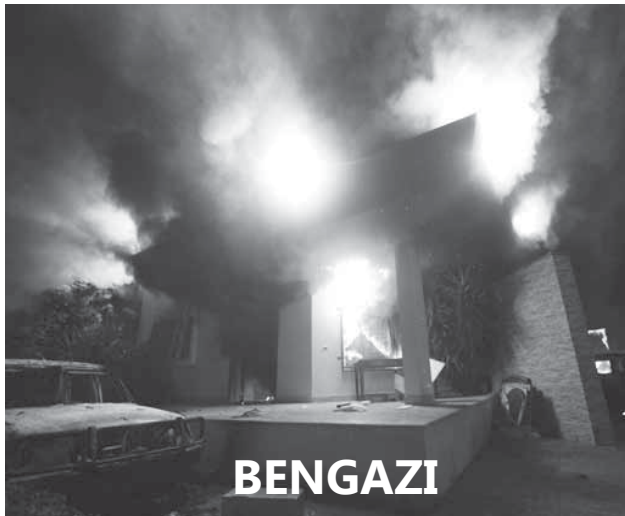
Other Opportunities:

Laguna Hills - Successful GP is looking for a Specialist to sub-lease beautifully designed suite.

Tarzana - Successful GP/Prosth is looking for a Specialist to share his suite.

Build Your Dream Practice in one of the Build-out Opportunities that I have listed in La Habra, LA, Orange, Thousand Oaks, Tustin, Santa Clarita, and Victorville (Real Estate for Sale).

On this, the 15 year anniversary of 911, The Dental Trader extends its condolences to those who lost loved ones when the WTC came down, in other terror attacks here at home and in battles fought on foreign soil. We wish to express our sincere appreciation to the men and women of the Armed Forces and first responders everywhere, (including their families) for the sacrifices they make every day. God Bless You!





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Cristen Whitmer, D.D.S., Westlake Village, CA

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Cecilia Chen, Esq. always made herself available to answer our questions, many times getting back to us in the middle of the night to make sure everything was addressed. -Rita and Frank Woo, DDS. Call us for a complimentary consult. Toll Free: 855-850-4111, Cecilia@practiceatty.com or www.practiceatty.com.

ASSOCIATE Dentist needed for Fontana dental practice. If interested, text 949-838-6655.

Dental Hygienist position (La Habra, CA) for hygienist/dentist. Busy dental office. PT/FT position. Salary+%. Send resume to eramos9693@gmail.com.

DENTAL PRACTICE & REAL ESTATE FOR SALE IN SAN JOSE 2,500 sq.ft. 6 operatories. Exceptional visibility, major road. Starter Practice with great potential! Call Loc Pham, Broker BRE#01875780. (714)550-7494 practice@lcffin.comLCFPPracticeSales.com.

WLA 2 op. office fully equipped including instruments and supplies. 775 sq.ft. Great starter opportunity. No patients. Phone 818 368 0315 or email jbr668@gmail.com.

P/T DDS needed in Camarillo and Encino. Friendly, growing practice, some HMO. Potential buy-in. Must have 3 years experience. Please contact thedentalcenter1@gmail.com.

GENERAL PRACTICE/BUILDING FOR SALE-SAN DIEGO SOUTH BAY AREA: 4 Ops, PPO/FFS, EagleSoft, Digital, Modern, Spacious. HSPPT-Russell Okihara 619-694-7077 #CA313.

Front office administrator with experience in Dentrix and hygiene/ DDS scheduling wanted in Brea GP office. Great hours-pay. Email: kchendds@yahoo.com.

EAST SAN FERNANDO VALLEY, Estb 50 yrs, HMO 6K/mo Several ops, Full price \$400K. Call Tom Fitterer 714-345-9659.

Selling your practice? Understand potential legal issues with your transition before listing your practice. Free Phone Consultation. Call Levi Barlavi. (888) 776-5384 www.dental-attorney.com.

Assistant or RDA needed at PPO/FFS office in Costa Mesa. Positive attitude, reliable, enthusiastic. Email Cover L, CV, Photo to cocokeala@gmail.com.



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Tina Ochoa, Dental Broker

E-Mail: tinaochoa.dentalbroker@gmail.com

Website: www.ddspressrealty.com

Office: (951) 309-3196 Cell: (951) 437-0419

Fax: (800) 532-0739



Featured Listing

- For Sale
- Free Standing Building
- Located on Main Thoroughfare
- On Multiple Premium Lots
- Location Offers Great Potential



PICO RIVERA : Practice with Real Estate for Sale. Practice was established in 2007. Building partially built-out offering 2 fully equipped operatories in 2460 square foot office. Rear portion of building (not built-out), but plumbed for 6 additional ops. Premium location with ample parking on multiple lots. Location offers great potential.

Other Opportunities For sale

Cudahy Practice: Practice offers 24 years of Goodwill. 4 ops, 3 fully equipped, 1 surgical op, Digital x-ray. Ideal location offers convenient access from 710 Freeway. Practice production on 2 Days/Wk with great earning potential.

Chino: Shopping Center location offering over 20 years of Goodwill. 5 Ops, 4 fully equipped, 3 Day week schedule collected \$348,395 in 2015. **"SOLD"**

City of Bell: 6 Ops practice located in a free standing building, on a major street providing excellent visibility. Collecting approx. \$620,000 in 2015. Real Estate for sale. **"UNDER OFFER"**

Hemet: Retiring Seller offering 38 years of Goodwill. Collected \$378,944 in 2015 on a 3-day week schedule, 2 hygiene days, Condo suite for sale. Priced at 50% of gross revenue. **"AVAILABLE"**

La Jolla: Turnkey opportunity offering 3 ops, Digital x-ray, Easy Dental Software, reasonable rent, patient records included. Seller works in La Jolla 2 Days/Wk. **"Priced to sell"**.

Panorama City: Gross \$1.3 MM Practice located in busy shopping center. High foot traffic, Associate run practice offering services in GP & Ortho. 7 Ops. Digital X-Ray, Pano, Eagle Soft software. **"UNDER OFFER"**

Norwalk: Great location offering 4 Ops. Great signage on major thoroughfare, centrally located providing easy commute from the 5, 91 & 605 Freeways. Asking only \$89,000

Woodland Hills: Retiring Dentist, High Tech practice 4 Ops, 3 fully equipped, Digital X-Ray, Cerec and much more, Low overhead, A must see opportunity.



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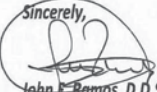
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August 10, 2016

After 2 years of unsuccessful attempts to sell my practice through a large, well known Dental Broker – Tina Ochoa/DDS Xpress Realty secured an offer within 2 weeks of my initial listing and successfully closed the transaction in less than 6 weeks.

Having spent time and energy with a number of prospective buyers in the past (only to have the deal fall through), I can attest that the support and attention that I received from Ms. Ochoa was superior to any service that I have received from past brokers.

She proved to be available, hands-on, pro-active, and an essential resource for all parties throughout the transition process. I recommend Tina Ochoa/DDS Xpress Realty to any Seller or Buyer that is looking for the personal attention and professional guidance that is needed for a successful transition.

Sincerely,

John F. Ramos, D.D.S.

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I have had the pleasure of working with Tina Ochoa for a number of years now and have found that she is always accessible and ready to provide sound advice and guidance. She recently represented me in the purchase of a "For Sale By Owner" dental practice and expertly guided me through the entire purchase and transition. I couldn't be more pleased with Ms. Ochoa and would recommend her services without hesitation.

...Fernando Becerra, DDS

New Opportunities For Sale

ORANGE COUNTY: Located in a strip shopping center on a busy intersection, this 3 operator (2 equipped) practice offers a great location, beautifully designed suite, digital x-ray, 6 year old equipment and much more. The Seller is relocating out of state. Call now, this practice will not last on the market. A must see opportunity!!!

SAN FERNANDO VALLEY: Providing excellent exposure and foot traffic. The office offers 9 operatories, 4 fully equipped in a spacious suite. The practice offers Digital X-ray, Computer Age Software, Pano and much more. The equipment is only 7 years old and in excellent condition. This location offers great potential in Strip Shopping Center.

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For Sale Pediatric/GP office. Pomona 91767. Digital xray/ computer system. 4 units 3 xrays. Practice/ real estate. 10 FWY onramp. wanwanliou@yahoo.com.

GP PT needed 1d in Pomona CA 91767. 3+ years experience. NO HMO. Base + bonus. Practice and real estate opportunity. sugarbug888@gmail.com.

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SEPTEMBER 2016

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
				1	2	3
4	5 LABOR DAY	6	7	8	9	10 CDA CONVENTION - SAN FRANCISCO
11	12	13	14	15	16	17
18	19	20	21	22	23	24
25	26	27	28	29	30	

August

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October

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29	30	31				

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Orthodontist PT needed in a Pediatric/GP office. Pomona CA 91767. 3+ years experience. Practice and real estate opportunity. sugarbug888@gmail.com.

Need Dental Biller/Assistant for Diamond Bar Peds. Min 6 months experience. Know Chinese is a plus. Email CV to cdsdiadmondbar@gmail.com if interested.

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Dental Assistant wanted with x-ray, infection control, coronal polish, Schick x-ray, experience. Email: ladentalpractice@yahoo.com (Los Angeles).

Group Practice in Van Nuys and Pasadena seeking General Dentist, Pedodontist, Oral Surgeon, Dental Assitant. Please email your resume to sinai.dental@yahoo.com.

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Oceanside/ Carlsbad Border: Stunning! 9 Ops. 33 years of Goodwill. Seller retiring due to disability. Great location with ocean views. A must see. Ken Rubin Practice Sales (619) 299-6161.

Full Time Associate wanted for private/PPO office in North Orange County. Excellent team with great pay with incentives. Email: brea5xteam@gmail.com.

PEDO PRACTICE FOR SALE-S. ORANGE COUNTY: 4 Ops, 1 year new equipment, OpenDental, Digital, Pano. \$236K GR w/room to grow. HSPPT-Thinh Tran 949-533-8308 #CA222.

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Temple City Practice SALE Rosemead Blvd, Visibility. 4 Chairs, 2 Xrays, 2 Sensors. Retail, Assistance Build up. \$380K. Contact lilyppoon@yahoo.com.

Bell Practice with Real Estate for sale, 6 ops, free standing building on major thoroughfare. Call Tina Ochoa, Broker at DDS Xpress Realty (951) 309-3196.

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Practice Sale Negotiation - Why some dentists lose

Whether you are looking to purchase or sell a practice, understanding the basics of negotiations will help you achieve a better result. In negotiations there several styles which determine the failure or a successful outcome. The three main styles of negotiation include: competitive, accommodative or collaborative.

The competitive negotiator wants to win at all costs...even if the other side "loses." An accommodative person gives in to the other side too often...even if it hurts you. The third approach called "collaborative" is where both sides work together and discuss each side's priorities openly...resulting in a successful win-win deal. Both sides work together and communicate to help each other. The result? A mutually beneficial transition that closes smoothly, quickly with no post-sale litigation.

In a perfect world we all want to work in a collaborative matter but unfortunately in practice sale negotiations we find ourselves frequently facing a highly competitive person on the other side of the table. Think of the various professions that have competitive personalities: professional athletes, litigators, defense attorneys or prosecutors. Alternately, mediators, hostage negotiators are great examples of people who need to work more collaboratively. Competitive behavior from your representative (broker, consultant or attorney) can also derail a transaction and cost you money. Be aware of the "style" of any professional you work with.

Competitive behavior is often characterized by aggressiveness, argumentativeness delivered in bullying style. The best way to stop this behavior is to be professional, set the ground rules and stay objective. Don't get sucked into the emotion of the moment because that always lead to fueling more of that aggressive behavior. Change the subject and suggest that you "...come back to that item later." Make sure your negotiator understands your needs and wants and is able to deliver them. -- *Scott Daniels is a licensed broker and owner of Practice Concepts and provides practice sales and appraisal services for medical professionals. He has over twenty five years of experience in business management, financing, marketing, and negotiations and practice sales.*



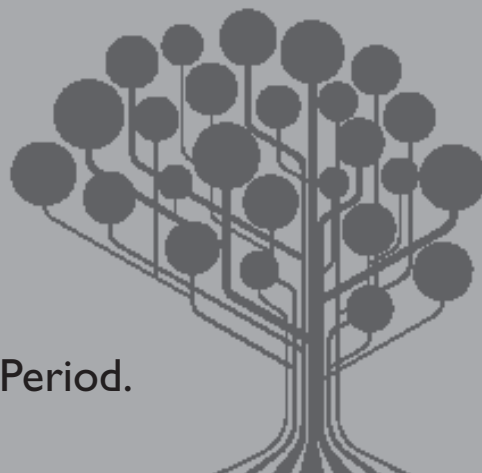
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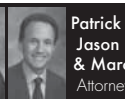


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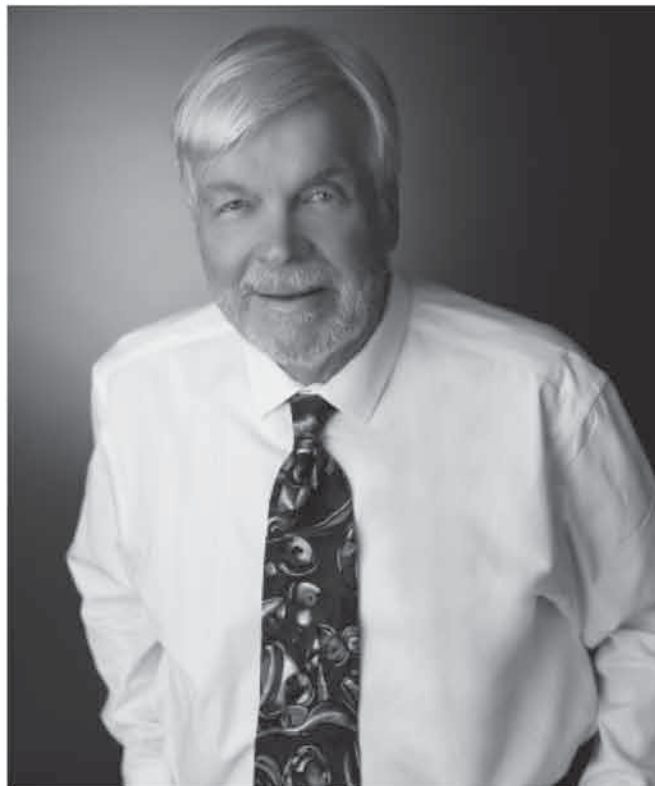
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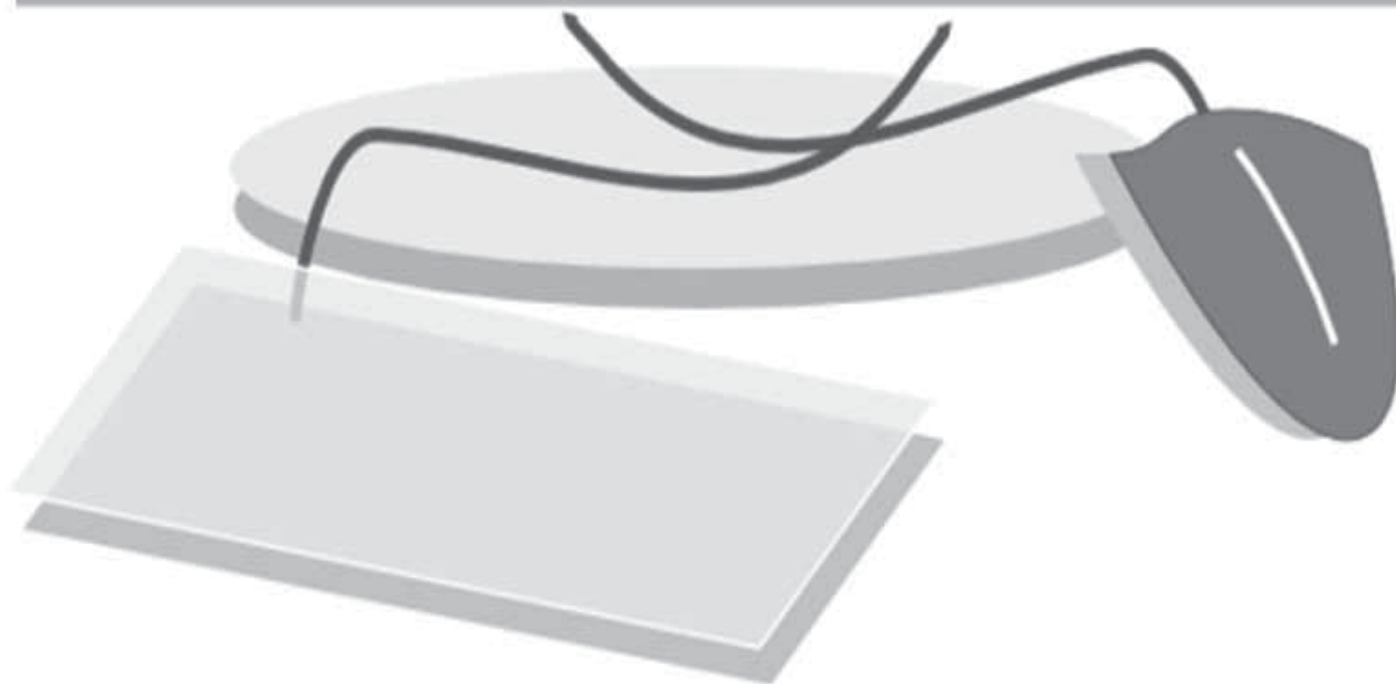
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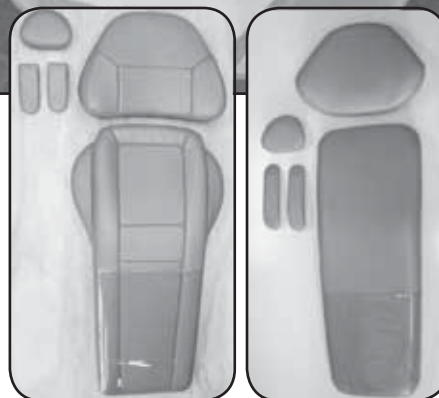
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